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# AMERICAN DRUGGIST

AND

# PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -  
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,  
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ASSOCIATE EDITOR.

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Volume XXXVIII.

January to June, 1901.

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NEW YORK:  
PUBLISHED BY AMERICAN DRUGGIST PUBLISHING CO., 62 TO 68 WEST BROADWAY.

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1901.



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## THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.



Porter B. Fitzgerald.

In charge of Morrisson, Plummer & Co.'s Traveling Staff.

There are few in the drug trade in the Middle West who are not acquainted with Porter B. Fitzgerald, who has charge of the country correspondence and traveling salesmen for Morrisson, Plummer & Co., the Chicago wholesale druggists. He has been in the drug business most of the time since 1880. For four years in the early '80's he was on the road making points in Iowa, Illinois, Michigan and Indiana, where his old customers still remember him. Mr. Fitzgerald is an extremely busy man, but is never too busy to give an old friend a greeting or to accord courteous treatment to any who approach him. Although his best thoughts and energies are devoted to the work at his office, he believes that every man ought to be good to the best of his ability outside of his business affairs, and he has put his belief into practice. To those who are engaged in the work of aiding the masses of Chicago's poor Mr. Fitzgerald is known as an active worker in the Chicago Bureau of Charities, of which he is secretary. For four or five years he has been putting in his spare hours in the organization, work and development of the great charitable system of Chicago. He lives in the suburb of Edgewater, where he is treasurer of the Church of the Atonement (Episcopalian). He is also one of the officers of the Illinois Society of the Sons of the American Revolution and a member of the Board of Managers.

### Items of Personal Interest.

David F. Dodds, who has been covering New York and New Jersey for Fox, Fultz & Co., will sever his connection with that firm on July 1. He has accepted a remunerative position as private secretary to Geo. H. Carpenter, president and manager of the Monarch Fire Appliance Co., No. 27 William street. At the meeting held a few years ago at Manhattan Beach, Mr. Dodds was given the sobriquet of "Spider" by J. P. Jones, of Sharpe & Dohme, and he has been known by that name among his traveling friends and customers ever since. His friends will miss his smiling face from the road.

Jacob Weil, city salesman for Max Zeller, will sail for Europe early in July on a visit to relatives in France and Germany.

**Rochester.**—B. I. Hicks, Lazell, Dalley & Co.'s representative, spent the middle of June with the Rochester trade. Mr. Hicks is very well and favorably known to the druggists of Western New York, and as the firm he represents is an old and established one, he has no very hard work to keep his own with the other men in his profession.

Our jovial friend, Adolph Stahl, representing the Manhattan Drug Co., of New York, has again defied the elements, and,

laughing at the perils that beset the honest traveler, has ventured out upon the road, and made his Rochester friends a visit.

R. E. Service, who travels for John M. Maris & Co., New York and Philadelphia, was in Rochester on the 14th, 15th and 16th of June. Mr. Service is one of the best, and one whose periodical visits are ever welcome.

W. F. Sohni dropped down upon us from the skies, or elsewhere, last week, and literally enveloped us with boxes big and boxes little, and labels for them all.

F. P. Hinkston, the Rochester representative of Bruen, Ritchey & Co., is a regular caller on the trade in this city. Rochester is very glad to number Mr. Hinkston among its citizens.

Fred. Estelle was another pleasant June visitor. He comes from John Wyeth & Brother, Philadelphia, and carries with him on his way our best wishes, and our best orders likewise.

**Buffalo.**—The convention of the State Pharmaceutical Association attracted a great many traveling drug salesmen to Buffalo, but it did not lessen, apparently, the steady stream of those who come to look after the regular city trade. Among those who have looked in on the local druggists since that time is C. M. Badgley, who represents Charles Pfizer & Co., the manufacturing chemists of New York.

One of the later members of the traveling fraternity to cast his shadow across our sky was Wayte A. Raymond, the brush man, whose business it is to look after the trade of Alfred H. Smith.

E. M. Willsey, who always blows in from Albany and the Chemical Company of that name, has lately been the Buffalo round and taken a departure made comfortable by plenty of business.

A. J. Mansell, who sells crude and powdered drugs for the New York house of Peek & Velsor, was in Buffalo lately, enjoying his old trade and adding to it here and there.

Thomas M. Curtius, who is a merchandise broker both at home and abroad, came up from New York lately and renewed his "touch" with the city drug trade. He comes once or twice a year.

W. J. Bush & Co., essential oils, etc., send to the Buffalo territory F. L. Washbourne, who spent a good liberal time looking after the trade of the house.

The American Hard Rubber Company, who have maintained H. E. Morton in this territory for a considerable time, find it the thing to do, and so he has lately been back, taking his usual good lot of orders.

Another standby is T. T. Brown, who comes this way regularly as the representative of F. R. Arnold & Co. Perfumery rises above par whenever he strikes the town.

**Boston.**—Dr. A. H. Still was here recently doing some good work for the Etna Chemical Co., of New York City.

Mr. Levy has been showing the trade some handsome things in the way of puffs. He books for L. Felix, of New York.

R. A. Backett has been doing some hustling for the Coke Dandruff Co., of Chicago.

H. Heineman is booming the Bauer & Black specialties. He sent many orders to Chicago.

H. W. Thomas represents F. R. Arnold & Co., of New York, with much efficiency.

Rudolph Wirth called upon his customers again in the interest of E. Fougere, of New York.

A. H. Haines, who represents Walter F. Ware, secured many orders on his recent trip.

Gen. N. W. Day was here a short time ago for Schleffelin & Co., of New York. His work was very successful.

**Philadelphia.**—D. E. Bransome, who usually is very active in looking after the comfort and entertainment of the members of the State Pharmaceutical Association, was at Harvey's Lake, and renewed many friendships among the visitors.

John A. Wright, of the crude drug department of Parke, Davis & Co., is working hard in the interests of his firm.

Wells & Richardson, of Burlington, Vt., are now represented in this city by M. D. Allen.

A. B. Willson, who acts in the dual capacity of salesman for Stallman & Fulton and Ungerer & Sons, both of New



York, has gone on a business trip to Baltimore, Washington and Richmond.

C. M. Nichols, of David Green & Co., of New York, has gone on a little trip up the State.

**Cleveland.**—C. C. Lindsay, representing Hance Bros. & White, has been calling on the drug trade of Cleveland in the interests of the firm's numerous specialties.

Bauer & Black's representative, F. A. Spurr, is in town looking up duplicate orders.

Wm. Law Hooff, with Burrough Bros., Baltimore, is working the city on fluid extracts, drugs and chemicals.

Orders for effervescent salts, pills, etc., made by Keasbey & Mattison, were booked by O. P. Hopkins last week.

P. J. Ramos has been calling on the trade to see that they are well stocked with Henry Tetlow's Face Powders.

B. Cooling, with Fairchild Bros. & Foster, of New York, is in town looking after the physicians in detail work. Mr. Cooling's method is effective, as the results bear witness of his untiring efforts to place Fairchild Bros. & Foster in the front.

Our always congenial and welcome guest, J. S. Blitz, has arrived and is very busy taking orders for J. Ellwood Lee Co.

M. L. Shay is hustling after the headache and toothache business in the interests of "Story's."

**Detroit.**—W. W. Mandeville, of Johnson & Johnson Co., is making a flying visit to the trade here, shaking hands with old friends, and we understand writing "two papers."

Dr. R. P. Loughhead, with the Trommer Malt Co., who covers their New England territory, is spending a few weeks in Detroit preparatory to a three months' trip in England, Scotland and Wales, where he will push "Malt" to the best of his very good ability. He sails July 6 on the "Etruria" of the Cunard Line.

J. P. Cheney is making his last appearance in Detroit for Whitall, Tatum & Co. until September 1. He reports a fine business, and is sorry he can't stay longer.

Mr. Allen is moving Wyeth's preparations along at a very lively gait here.

Henri Hospital, representing F. Paturi & Co., of New York, manufacturers and importers of druggists' sundries, reports an exceptionally fine business on his trip here.

**Chicago.**—Thomas J. McHugh, the gentlemanly representative of Ed. Pinaud, perfumes, New York, has been working Chicago for the last three weeks and, if the smile he wears is any criterion, success has crowned his efforts. Mr. McHugh came here from Gotham two years ago and then arranged with James I. Gulick to look after the Southern and Eastern trade. He has made a good impression on the trade and can tell a good story.

G. W. St. Clair, who looks after the jobbing trade in the interests of Johnson & Johnson, is working the Buckeye State this trip. He will autograph at the best hotels in Cincinnati, Columbus, Cleveland and Toledo.

Howard C. Mathison, who looks after the south side trade for the house of Bauer & Black, now makes his calls on the drug trade with a new automobile. He says it is good advertising and saves him a lot of money and time. The sign on the auto reads: "Howard C. Mathison, salesman for Bauer & Black, Antiseptic Dressings and Plasters."

W. W. Curtis, Southern representatives for the Chicago house of Sharp & Dohme, with headquarters in Memphis, is in Chicago this week for a conference with Charles E. Matthews.

Alexander Harris, Chicago representative for Johnson & Johnson, was one of those who had narrow escapes from being burned to death during the destruction of the West Baden Springs Hotel. Mr. Harris got out of the building in his pajamas, carrying a little hand baggage. His trunk, containing a diamond pin and a diamond locket, was burned, his loss being \$400. Mr. Harris says the arrival of the waiters, who were getting ready to go to work, and the firing of pistols in the corridors was all that prevented a frightful loss of life. The waiters ran through the halls shouting at the top of their voices.

## The Most Popular Drummer.



The tin Badge (six inches in diameter) presented to Grant J. Woolston, of Seabury & Johnson's staff, as the Most Popular Drummer at the Annual Meeting of the Connecticut Pharmaceutical Association.

## A Specific for Hay Fever.

The most satisfactory remedy ever used in the treatment of hay fever seems to be suprarenal capsules, administered internally. Given in 5 to 10 grain doses at frequent intervals, the suprarenal (adrenal substance) controls vasa-motor paralysis, reduces the turbinate bodies, lessens irritation and stops the discharge and sneezing. Suprarenal capsules should be taken until giddiness or palpitation appears, or until the nasal membrane shows that the vasa-motor paralysis is under control. A solution of the suprarenal capsules sprayed into the nose, or applied by cataphoresis, or upon pledgets of cotton, gives prompt relief by exsanguination of the engorged tissue. A stable aqueous extract may be prepared by the following formula:

Suprarenals, powder (Armour's).....	Grs. 20
Carbolic acid.....	Grs. 2
Boiling water.....	Drms. 2
Macerate 30 minutes and filter.	

Druggists desiring literature concerning suprarenal capsules may obtain it by writing to Armour & Company, Chicago, mentioning the AMERICAN DRUGGIST.

Two sanitary articles of the latest improved style, for which druggists report a big demand are the "Perfection" porcelain bed and douche pan and "Perfection" porcelain female urinal. These are anatomically correct in shape, and the retail price, \$2.50 for the pan and \$1.50 for the urinal, are sure to commend them. They are manufactured by Melnecke & Co., Nos. 48 and 50 Park place, New York. Mention the AMERICAN DRUGGIST.

Those pharmacists who aim to reach perfection in their sundry department should not fail to correspond with George E. Evans, of No. 3 East Fourteenth street, New York City, in relation to their toilet brushes, sponges, sponge bags, nail files, bath gloves, etc., etc. The line carried by this house is held to be unequalled for highest grade of merit, while the perfumes, soaps and toilet requisites are most exquisite. Mention this paper.

"Well advertised, easily sold," is a maxim the truth of which those druggists who handle Coke Dandruff Cure are becoming daily more impressed with. This article is guaranteed to cure dandruff where others fail, and it is claimed that its sale is not confined to those who merely experiment with new remedies. Write to the A. R. Brewer Co., Chicago, and be sure and mention this journal.

The H. K. Mulford Co., Philadelphia, announces that there will be no change in the prices of its products, despite the coming removal of the internal revenue stamp tax. Of their preparations few were subject to the tax and those that were did not go up in price, so that there is no reason for any reduction. When you send orders mention this paper.

6469

# AMERICAN DRUGGIST and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, JANUARY 14, 1901.

ISSUED SEMI-MONTHLY BY

## AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

A. R. ELLIOTT, President.

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IRVING J. BENJAMIN..... Business Manager.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON..... Manager.

### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50  
Foreign Countries..... 2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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## CONTRIBUTORS FOR 1901.

SINCE the publication in our December 24 number of the list of gentlemen who have signified their intention to contribute original articles during 1901, we have received a number of additional acceptances and the full list is given below:

H. V. Army	Clay W. Holmes	Charles A. Rapelye
George C. Bartells	P. E. Hommell	Sidney Rauschenberg
E. H. Bartley	Joseph P. Hostelly	Charles Rice
George M. Beringer	J. M. Hurty	H. H. Rusby
Henry Biroth	H. P. Hynson	S. P. Sadtler
James O. Burge	Joseph Jacobs	L. E. Sayre
A. R. L. Dohme	Lyman F. Kebler	H. W. Schimpf
Albert E. Ebert	W. H. Kerr	J. O. Schlotterbeck
Frank Edel	G. H. C. Klie	A. H. Schneider
Leo Ellet	M. N. Kline	W. L. Scoville
Louis Emanuel	Thomas Layton	W. M. Searby
A. J. Embree	Charles Leedom	F. A. Steker
J. W. England	F. B. Lillie	George H. Sloan
B. T. Fairchild	J. U. Lloyd	D. J. Thomas
C. J. P. Fennell	C. B. Lowe	O. E. Thomas
J. A. Foote	Henry C. C. Maisch	W. B. Thompson
Joseph F. Gehaler	William Mittelbach	Azor Thurston
F. W. Gordon	J. E. Morrison	L. L. Watts
Willis G. Gregory	Ambrose Museller	I. Wells
J. H. Haydon, Jr.	F. E. Niece	S. W. Williams
Charles F. Heebner	Oscar Oldberg	M. L. Wibert
Francis Henn	E. L. Patch	C. J. Wolfe
G. Hinrichs	A. B. Prescott	F. J. Wulling.

The AMERICAN DRUGGIST has always made a feature of original communications, and no pharmaceutical journal prints so many original paid articles in the course of a year. It requires the exercise of a constant vigilance to keep pace properly with the progress of the day, and in this respect the AMERICAN DRUGGIST has certainly striven to the utmost to serve the best interests of its readers. Our promise for the new year is shown both in the extensive list of names of writers who have promised contributions and in the improved make up and typography which distinguishes the opening number of the present volume.

Two new departments are inaugurated in this issue—a Department of Business Management and the Cream of Current Literature. In the first named, which is in charge of an experienced pharmacist who has paid particular attention to the business side of pharmacy, hints and suggestions will be given along the line of commercial training, including a course in bookkeeping for druggists. Under the head of Cream of Current Literature we propose to review in each issue the leading articles in the pharmaceutical periodicals of all countries. All of our plans for the improvement of the journal have not yet been completed, but sufficient will be seen in this number of the direction which our improvements will take to convince our readers that in the AMERICAN DRUGGIST they will possess an organ of the trade which shall keep them fully and completely informed on everything connected with both their commercial and professional interests.

### POINTS IN THE NEW PHARMACY LAW.

**A**N erroneous impression seems to prevail among many New York pharmacists regarding the re-registration feature of the pharmacy law which went into operation in this State on January 1. It should be known that pharmacists are not required to renew annually their certificate of registration. The annual registration clause of the law applies to the store itself. It will be necessary, of course, for any person who wishes to practice pharmacy in this State to procure registration once, either on a certificate of examination granted by the board previously in existence or by other means provided by the law, such as passing an examination. This registration under the new law is all that is required of pharmacists who are not actively identified as owners or part owners of premises conducted as pharmacies. The compulsory feature of the registration clause applies to the store alone, which must be registered as a drug store once a year. If a pharmacist registers from a given address and removes to new premises, an hour later say, he must procure fresh registration for the new store and renew his certificate of such registration annually thereafter. These points are brought out very clearly in an interview with a member of the board which is printed in other columns and which we commend to the perusal of every one interested.

### PRACTICAL PHARMACY IN THE A. PH. A.

**T**HE Practical Pharmacy and Dispensing Section of the American Pharmaceutical Association, of which Henry P. Hynson, of Baltimore, is the chairman, is engaged in a most commendable work—that of interesting the practical working pharmacist in experimental work relating to galenical pharmacy, the writing of prize essays, and the presentation of new and practical ideas upon the preparation and marketing of family medicines, specifics, etc. The committee takes a most sensible means of drawing the attention of pharmacists prominently to the objects for which it exists. It has recently sent out a program of the section for the 1901 meeting, to be held at St. Louis next September. The program starts off with the offer of a cash prize of \$50 for the most worthy paper or report presented to it, and it suggests, as subjects for experiment, investigation and report, some twenty titles, by far the larger portion of which relate to preparations of which formulas are wanted. It should be stated that the section has been enabled to offer its prize through the generosity of an ex-president of the association now living in St. Louis. It is required that all competing papers or reports be in the hands of the secretary of the section, corner of Broad street and Fairmount avenue, Philadelphia, on or before July 1st, 1901, and all papers entered in competition must be marked with the words, "For Competition."

The program of the section is sent out in the form of a sixteen-page pamphlet, and the pamphlet contains a large portion of the extremely interesting report of the committee which was presented at the 1900 meeting and fully commented upon in this journal in connection with our report of the proceedings. We would strongly advise

every pharmacist who is interested in the development and perfection of his craft to second the efforts of the Committee on Practical Pharmacy and Dispensing by sending for a copy of the circular which they have issued, and thus participate to some extent in the work which they suggest shall be taken up.

### ARSENIC IN BEER.

**F**OLLOWING upon the reports of cases of poisoning attributed to the taking of sodium phosphate containing arsenic as a contamination, there has been a flood of newspaper and technical comment on some recent cases of arsenical poisoning traced to drinking beer. All of these reports have emanated from British sources, and so far no case of arsenical poisoning from beer drinking or the administration of sodium phosphate has been reported from any place in the United States. The source of the arsenical contamination in both cases is now well known to lie in the use of a cheap sulphuric acid made from iron pyrites, this sulphuric acid being used in the manufacture of certain basic constituents of both sodium phosphate and beer. In the case of beer the contaminated material is the glucose which is employed as a substitute for malt and sugar, and should serve as a warning to brewers of the danger of substituting cheap and impure products for the proper ingredients of beer.

As we have said, no case of poisoning from the ingestion of arsenically contaminated sodium phosphate or beer has been reported from any of the States of the Union—a rather gratifying fact in the circumstances. The examination of the substances liable to contamination, which was conducted by a competent chemist at the instance of this journal, proved negative. While this is no proof that glucose finds no use as an ingredient of beer or that sulphuric acid produced from Spanish pyrites is not a basic constituent of sodium phosphate, it does point to the fact that American manufacturers exercise the greatest care in providing against any contamination of the articles manufactured by them, and they are to be congratulated upon this accordingly.

### GOVERNMENT BY BUREAU.

**W**HILE the draft of the army reorganization bill was under advisement by the Secretary of War, an urgent appeal was made to that official to see that the pharmacists received proper recognition. In reply the Secretary offers no opinion, but merely quotes—as being final—the opinion of Surgeon-General Sternberg to the effect that there is no need for skilled pharmacists in the army. This attitude of abject subserviency on the part of the Secretary to the views of a subordinate—the surgeon-general—illustrates one of the greatest dangers surrounding the administration of all army affairs. The bureau of supposed experts holds itself as supreme, and the sound common sense of the civilian head of the army is content to submit to bureaucratic dictation. It is this government by bureau which caused all the scandals of the war with Spain and which is the bar to progress in all branches of the service. May we avoid it in State affairs!

## Prize Essay.

### THE RELATIONS OF THE DOCTOR AND THE DRUGGIST.

BY PHARMAKOPOLE.

"THE relations that should exist between the doctor and the druggist," an old subject, truly, but one that is never trite. Of course the relation should be friendly, manly, frank, open and above board on both sides. The doctor should not look down upon the druggist, nor should the druggist look up to the physician. They being fellow workers should meet each other on the level—and part upon the square. One reason why the relation between the two is not in all cases as it should be, is that the druggist does not meet the physician on the level, but standing rather in awe of his commanding bearing, "bends a servile back," and gets inconsiderately walked upon for his pains.

For know ye that in nine hundred and ninety-nine cases out of a thousand where a man gets down to another he will surely be walked on by the other fellow. In the thousandth case the other fellow will be one of nature's noblemen, and will raise up the suppliant to an erect posture, slap him on the back and tell him to brace up and be a man and to bow to no one but his maker.

#### KEEP WELL INFORMED ON TECHNICAL SUBJECTS.

The druggist who can meet physicians on an equal footing, and can talk to them as one physician meets and talks with another, conversing on scientific, pharmaceutical or medical topics, imparting exact information on subjects pertaining to pharmacy without any blank looks or "I don't knows" when asked for information, and who at the same time can restrain himself from telling the doctor how much he thinks he knows, never has any problems to solve about the relations of the doctor and the druggist. Physicians speak of such a pharmacist as a mighty clever fellow, who thoroughly knows his business, and they will go miles out of their way to trade with him and will take great pains to get their patients to take their prescriptions to his store.

There are only two factors to the attainment of the confidence of physicians by the pharmacist, first the pharmacist must be thoroughly educated professionally, and must possess the business tact and training necessary to impress upon both physicians and the public that he possesses this professional skill. And secondly, he must have an establishment worthy the confidence of physicians, and with this, too, he must possess the necessary business sagacity to impress upon and advertise to physicians in such a way that they will know of him and his store, and be induced to call and inspect it.

#### THE MATTER OF APPARATUS.

In addition to carrying a first-class stock, which should comprise all the newer remedies that are attracting attention in the world of medicine, it must be thoroughly equipped with the proper tools, appliances and apparatus for scientific work. It has been my experience in clerking in many drug stores that it is just here on the question of proper working tools that nine out of ten druggists fall down. It seems to be their weak point. The ordinary druggist in fitting up a store will have elegant mahogany fixtures in the front store, plate glass cases and all that sort of thing. The stock will be first-class, but in the prescription laboratory there will be a great dearth of utensils, the working apparatus will consist usually of a few spatulas, three or four mortars, half a dozen graduates and two or three percolators and a pill machine and

tile. This will be about the usual equipment for a small store, and after the doctor gets a chance to look things over he goes home, looks at a picture of a thousand-dollar vacuum pan in the catalogue of a specialty house, heaves a sigh and proceeds to write out an order and a check for the aforesaid specialty house.

I can say, though, from my experience that wherever I have known a pharmacist that knew his business and had a laboratory properly equipped for business, there has never been any trouble over the business relations of the pharmacist and the physicians, and that in all cases such establishments have commanded a large trade with physicians.

There are wise men and men who are not so wise in the drug business, as well as in other businesses, and there are doctors that no druggist should have anything to do with, but I think that the great majority of physicians are always ready to tie to a druggist and a drug store that they feel can be thoroughly trusted. The thing for the pharmacist to do is to look over his laboratory equipment, fire out the obsolete, broken, disfigured or makeshift apparatus, clean house and get everything ship shape and then go after the physician.

#### CULTIVATING THE PHYSICIAN'S TRADE.

See him personally, write him personal letters, send him literature and catalogues noted with the discounts at which you can supply him. Be perfectly frank with him, business is business; tell him frankly that you desire his patients' trade for the dollars that it will bring you, that you desire his trade for the prestige it will bring you. Tell him of your scientific knowledge and education as a pharmacist and of the thorough equipment of your laboratory for doing the best work. Demonstrate to him that if he will buy *all* of his supplies through you that you can save him considerable on his purchases in a year. Keep hammering at him along these lines, don't let a month pass without sending him a circular or letter telling him of the advantages of your establishment for doing good prescription work and mentioning any new remedies or appliances that you have stocked since your last communication.

It will be only a question of time when you secure his good will and trade if you prove yourself worthy of his confidence, and that once secured the relation of the physician and the pharmacist will be quite satisfactory, and as it should be.

**Creosoform.**—Petit (in a Paris thesis abstracted in the *Bulletin Medical*, June, 1900, No. 52) has investigated the properties of various substitutes for iodoform, and finds that the most efficient is creosoform. This substance contains 4 per cent. of formaldehyde and 96 per cent. of creosote, giving the reactions of creosote. It occurs as a greenish powder, odorless, tasteless, soluble in water, in alkalies, in warm alcohol and in ether. It is non-toxic, but large doses may produce diarrhoea. As much as 4.0 to 6.0 Gms. have been given daily. The powder itself shows but very weak antiseptic effects in test tubes, but a 0.2 per cent. alkaline solution inhibits the growth of the bacillus, coli and a 0.3 per cent. solution arrests this growth. If it enters the conjunctival sac it does not irritate the mucous membrane. Petit used this powder in many infectious affections for three months. As a rule healing took place on the second to seventh day. In addition to the healing power of creosoform, Petit claims that it is harmless, tasteless, odorless and non-irritating, and last but not least, inexpensive. The new substitute for iodoform may therefore find an extensive field of usefulness, especially in country practice.

## KEY TO THE STUDY AND IDENTIFICATION OF CRUDE VEGETABLE DRUGS.

BY ALBERT SCHNEIDER, M.D., PH.D.,

Professor of Botany, Materia Medica and Pharmacography, Northwestern University School of Pharmacy, Chicago.

THE various American and European text-books on vegetable pharmacography contain keys to the identification of crude vegetable drugs, but none has come to our notice which is practicable. The more prominent objectionable features are excessive verbosity and use of characteristics which the student is not prepared to recognize. Most of the keys are also mixed—that is, histological characters are combined with macroscopical characters. This is uncalled for since it is possible to identify all drugs from a macroscopical examination, hence it follows that a key can be prepared based upon the characteristics noticeable to the naked eye. In any key the phraseology should be simple and the fewest words possible should be used. Only the necessary distinguishing characters should be referred to. Careful attention should be given to co-ordination and subordination. If more than three co-ordinate items occur under one head the key becomes difficult and confusing. It is never advisable to select characteristics which cannot be readily recognized, as, for instance, a classification based upon monocotyledonous and dicotyledonous roots, root barks and stem barks, leaves and leaflets, many seeds and fruits, some rhizomes and roots, etc. The skilled botanist will, of course, have no difficulty in these matters, but not so the average student of pharmacography, for whose use the keys are intended. The experienced pharmacist has no need for a key, as he is cognizant of the characteristics of the drugs used, and hence recognizes them at a glance.

The following key is prepared according to the above suggestions. It contains only the more important vegetable drugs. The student who familiarizes himself with the drugs referred to will have no difficulty in identifying additional drugs met with in practice.

In testing the odor of drugs, crush a goodly pinch in the palm of the hand, and carry it near the nostrils and sniff. Hard, woody drugs should be slightly moistened and scraped to develop the odor. It need hardly be stated that the olfactory apparatus must be normal. Catarrh or other abnormal conditions render the sense of smell almost inert. Taste small bits of the material finely masticated; do not swallow any of it. Rinse mouth thoroughly before tasting the next. Some pungent sensations are slow in developing.

### KEY TO CRUDE VEGETABLE DRUGS.

Distinctly recognizable as plant parts or plant organs.

Leaves or with leaves.

Flowers wanting.

Leaves and leaflets, branches few.

Margin entire.

Odor marked.

Aromatic, small, linear.....*Rosmarinus*

Camphoraceous, large.....*Eucalyptus*

Heavy, nauseous, when moist.

Pungent, bitter.....*Tabacum*

Taste slight.....*Belladonna*

Hot-like odor, bitter.....*Humulus*

Odor not marked.

Pungent.

Hairy beneath, venation prominent.....*Matico*

Not hairy, venation not prominent.

No glands, thin, papery.....*Rhus toxicodendron*

With glands, leathery.....*Pilocarpus*

Very astringent, thick, smooth.....*Ura ursi*

Mucilaginous, thin, papery.

One inch long.....*Aler. Senna*

Two inches long.....*Ind. Senna*

Nearly tasteless, leathery.....*Coca*

Margin serrate or dentate.

Odor marked.

Wooly, numerous trichomes.

Camphoraceous.....*Salvia*

Fragrant.....*Marrubium*

Not wooly, trichomes none or few.

Glands present, odor mint-like, camphoraceous.

Orbicular.....*Short Buchu*

Long.....*Long Buchu*

Glands wanting.

Fragrant.

Tea odor, thin, rolled.....*Theo*

Not tea-like, leathery.....*Gaultheria*

Ant odor, disagreeable.....*Melissa*

Odor not marked.

Astringent, smooth.

Large, thin.....*Castanea*

Small, thick.....*Chimaphila*

Sweet, sticky (resin).....*Eriodictyon*

Bitter, dark-green.....*Digitalis*

Margin wavy, lobed or divided.

Odor heavy, thin, margin lobed.

Trichomes present.....*Hyoscyamus*

Trichomes wanting.....*Stramonium*

Nearly odorless.

Margin wavy.....*Hamamelis*

Margin palmately parted.....*Aconite*

Leaf-bearing branches, leaves very small, sessile, imbricate.

Odor camphoraceous.

Very disagreeable.....*Sabina*

Not disagreeable.....*Thuja*

Flower and leaf bearing branches.

Leaves numerous, typical.

Margin of leaves serrate.

Aromatic, pungent, cooling.

Aromatic.....*Mentha piperita*

Aromatic and very fragrant.....*Mentha viridis*

Camphoraceous, sticky.....*Grindelia*

Margin of leaves dentate.

Pungent, nauseous.....*Lobelia*

Bitter, astringent.....*Eupatorium*

Leaves palmately divided.

Nearly odorless, pungent.....*Pulsatilla*

Aromatic.

Very bitter.....*Absinthium*

Pungent, bitter.....*Tanacetum*

Leaves few, small.

Mostly flowers and stem remnants.

Heavy, nauseous odor.....*Cannabis Indica*

Fragrant.....*Cusco*

Mostly stems, flowers few, very bitter.

Stems five-sided.....*Scoparius*

Stems cylindrical or flattened.....*Chirata*

Without leaves.

Flowers or floral parts.

Petals or ray flowers only.

Red, fragrant, astringent.....*Rosa gallica*

Yellow, nauseous.....*Calendula*

Flower heads and complete single flowers.

Single flowers.

Fragrant.

Red.

Large, double, pink color.....*Rosa centifolia*

Small, deep red.....*Carthamus*

Violet.....*Lavendula*

Light brown.

Quite large, parts distinct.....*Aurantium*

Small, parts indistinct.....*Sambucus*

Aromatic, pungent, deep brown.....*Caryophyllus*

Flower heads (compositae).

Fragrant, chamomile odor; medium size.

White rays, camphoraceous.....*Anthemis*

Yellow crown, not camphoraceous.....*Matricaria*

Camphoraceous, disagreeable; small.....*Santonica*

No flowers or floral parts.

Fruits or seeds.

Unusual form or size.

Odor marked.

Strobile; hop odor.....*Humulus*

Stellate; very fragrant.....*Illicium*

Odorless.

Discoid, button-like; white.....*Nux vomica*

Large pod, brown; 18 inches long.....*Cassia*

Not remarkable in form or size.

Spherical, variable in size.

Odor marked.

Aromatic, pungent, hard, nut-like.

Externally wrinkled.

Nearly black, stemless.....*Piper (black)*

Gray, with stem.....*Cubeba*

Externally not wrinkled.

Light-gray.....*Piper (white)*

Reddish brown.....*Pimenta*

Light brown.....*Coriander*

Camphoraceous, sweet.....*Juniperus*

Fish brine odor.....*Cocculus*

Odorless.

Large (2 in. diam.), very bitter, white.....*Colocynth*

Small.

Reddish brown.

Pungent.....*Sinapis nigra*

Bitter.....*Colchicum*

Light brown.....*Sinapis alba*

- Oval or bean-like, medium to quite large.  
 Odor marked, deep brown internally.  
 Aromatic, pungent.....*Myristica*  
 Fragrant, somewhat bitter.....*Coccol*  
 Odorless, or nearly so.  
 Red, small.....*Rhus glabra*  
 Green, one side flat, medium.....*Coffea*  
 Reddish brown, quite large.  
 Uniform, smooth, tasteless.....*Physostigma*  
 Angular, bitter.....*Ignatia*  
 Mottled, with apical caruncle or wart.  
 Gray with brown.....*Ricinus*  
 Gray with dark.....*Tiglitum*  
 Flattened, elliptical, medium.  
 White, flat, bland.....*Pepo*  
 Reddish brown.  
 Smooth, glossy, bland.....*Linum*  
 Not glossy.  
 Quite large.  
 Bitter.....*Amygdala am.*  
 Not bitter.....*Amygdala dul.*  
 Quite small, bitter.....*Strophantus*  
 Kidney shaped, small, externally pitted.  
 Black.....*Stramonium*  
 Reddish brown.....*Hyoscyamus*  
 Pyramidal.  
 Black.  
 Externally pitted, small.....*Dolphinium*  
 Externally smooth, medium.....*Sabadilla*  
 Reddish brown, smooth, mucilaginous.....*Cydonia*  
 Gray, pitted externally.....*Staphisagria*  
 Caraway or fennel like in form.  
 Very fragrant.....*Anise*  
 Mouse odor with potassium hydrate solution.....*Conium*  
 Caraway odor.....*Carum*  
 Not fruits or seeds.  
 Roots, rhizomes, tubers and bulbs.  
 Simple, non-branching or fragmentary.  
 Color distinctive.  
 White or nearly white to ash-gray externally or  
 externally and internally.  
 Odor marked.  
 Aromatic, pungent.....peeled *Calamus*  
 Alliacious, pungent.  
 Multiple bulbs.....*Garlic*  
 Simple bulbs.....*Onion*  
 Fragrant (faint), sweetish.  
 Mucilaginous.....*Althea*  
 Not mucilaginous.....*Iris flor.*  
 Disagreeable odor.....*Taraxicum*  
 Odor not marked.  
 Transverse discoid segments.  
 Mealy, sweetish, pungent.....*Colchicum*  
 Bitter.....*Bryonia alba*  
 Mostly longitudinal pieces.  
 Ash-gray throughout.....*Belladonna*  
 Pale orange externally.....*Asclepias tub.*  
 Mostly small pieces.  
 Glassy fracture, sweetish.....*Chicarium cult.*  
 Woody, bitterish.....*Chicarium wild.*  
 Yellow or yellowish throughout or internally. Odor  
 none or faint.  
 Sweet, fibrous.....*Liquorice*  
 Astringent, bitter, not fibrous.  
 Large, irregular masses.....*Rheum*  
 Irregular sections.....*Rumex*  
 Not astringent.  
 Sweetish, longitudinal sections.....*Fraxina*  
 Not sweet, discoid.....*Columba*  
 Red or reddish brown.  
 Odor marked.  
 Like fornugreek.....*Iris vers.*  
 Peculiar.....*Aspidium*  
 Odor none or faint.  
 Woody.  
 Very astringent.....*Krameria*  
 Not astringent.....*Stillingia*  
 Not woody, brittle.  
 Very astringent.....*Geranium*  
 Not astringent.  
 Pungent.....*Sanguinaria*  
 Mucilaginous.....*Scilla*  
 Color not distinctive; externally dark.  
 Cylindrical, about 1/4 in. in diameter.  
 Transversely fissured, odor heavy.  
 Nodular.....*Ipecac*  
 Not nodular.....*Apocynum*  
 Longitudinal pieces, aromatic, pungent.....*Calamus*  
 Tuberos.  
 Conical.....*Aconite*  
 Spindle-shaped tubers.....*Jalapa*  
 Irregular or transverse pieces.  
 Odor marked.  
 Musk-like.....*Sumbul*  
 Aromatic, pungent, bitter.  
 Fibrous.....*Inula*  
 Not fibrous.....*Calamus*  
 Odor not marked.  
 Externally black.....*Symphytum*  
 Externally not black.  
 Woody, in concentric rings.
- Sweetish.....*Phytolacca*  
 Bitter.....*Pareira*  
 Not woody, brittle.  
 Mucilaginous.....*Scilla*  
 Not mucilaginous.....*Lappa*  
 Branching or with branches.  
 Principal branch cylindrical, not exceeding 1/4 in. in  
 diameter; odorless; light brown.  
 Central pith.  
 Sweetish.....*Triticum*  
 Sweetish pungent.....*Caulallaria*  
 Center woody; bitter.....*Menispermum*  
 Principal branch quite thick, nodular, tuberos, yellow,  
 nearly odorless, bitter.....*Hydrastis*  
 White, aromatic, pungent.....peeled *Ginger*  
 No distinctive color.  
 Principal branch tuberos.  
 Numerous scaly leaves and stipes.....*Aspidium*  
 No scaly leaves.  
 Odorless.....*Veratrum*  
 Valerian odor.....*Valerian*  
 Principal branch not tuberos.  
 Leaves present.....*Arnica*  
 No leaves.  
 Odor marked.  
 Like turpentine.....*Serpentaria*  
 Heavy, peculiar.  
 Pale brown.....*Senega*  
 Dark brown.....*Podophyllum*  
 Odorless, bitter.  
 Rootlets wavy.  
 Reddish brown.....*Oxyripidium*  
 Gray.....*Caulophyllum*  
 Rootlets not wavy.  
 Roots numerous, slender.....*Spigelia*  
 Roots few.....*Lepidandra*  
 Barks of stems and roots.  
 Fibrous.  
 Odor of fornugreek, mucilaginous.....*Ulmus*  
 No marked odor; not mucilaginous.  
 Bitter, astringent.  
 Coarsely fibrous.  
 Light brown.....*Quercus*  
 Very dark.....*Juglans*  
 Finely fibrous.  
 Reddish brown.....*Salix*  
 Gray.  
 Wood remnants.....*Rubus*  
 No wood.....*Gossypium*  
 Pungent, astringent.  
 Coarsely fibrous (sneezing).....*Quillaja*  
 Finely fibrous.....*Mezereum*  
 Not fibrous.  
 Quilled.  
 Odor marked, aromatic.  
 Pungent, sweet.....*Cinnamon*  
 Pungent, bitter.....*Cascarilla*  
 Odor not marked.  
 Bitter.  
 Saliva yellow.....*Frangula*  
 Saliva not yellow.  
 Bark thick.....*Cinchona*  
 Not thick.....*E. purshiana*  
 Pungent.....*Xanthoxylum*  
 Astringent (yellowish).....*Granatum*  
 Irregular pieces, larger pieces quilled.  
 Odor marked.  
 Valerian-like.....*Viburnum prun.*  
 Wild cherry bark odor.....*Prunus*  
 Aromatic.  
 Pungent.....*Ooto*  
 Sweet.....*Sassafras*  
 Bitter.....*Canella*  
 Musk-like when burnt.....*Cascarilla*  
 Odor not marked.  
 Purplish red inner surface.....*Cornus*  
 Not purplish.  
 Bitter.  
 Saliva yellow.....*Berberis*  
 Saliva not yellow.  
 Thick.....*Aspidosperma*  
 Not thick.....*Prinos*  
 Bitter, pungent.....*Euonymu*  
 Woods; in chips, raspings or billets, sometimes in small  
 cubes.  
 Red or reddish brown.  
 Odor of sassafras.....*Sassafras*  
 Nearly odorless.  
 Deep red.....*Santalum rubrum*  
 Purplish.....*Haematoxylum*  
 Olive green, odorless.....*Guaiacum*  
 Pale yellowish, nearly odorless.  
 Very bitter.....*Quassia*  
 Not bitter.....*Santalum album.*  
 Irregular; not distinctly recognizable as plant parts or plant organs.  
 Fibrous; odorless, tasteless.  
 Long, coarse brown fibers.....*Corn silk*  
 Delicate, white fibers.....*Cotton*  
 Not fibrous.  
 Branching.



## STORE MANAGEMENT.

Conducted by W. A. Dawson.

Aromatic, pungent, brown.....	Mace
Sea odor, salty, very mucilaginous.....	Irish moss
Odorless, thin, papery.....	Iceland moss
Not branching.....	
White, soft, mucilaginous.....	Sassafras pith
Dark.....	
Large cylindrical masses.....	Guarana
Small curved fusiform, dark purplish.....	Ergot
Gray, tuberous or spherical, very astringent.....	
Spherical.....	Galla
Irregular, tuberculate.....	Chinese Galla
Powders.....	
Red or reddish.....	
Reddish brown, odor of hops, fine powder.....	Lupulin
Deep red, odorless, coarse powder.....	Santalum rub.
Deep red, odorless, fine powder.....	Kamala
Yellow or yellowish, odorless.....	
Light yellow, very mobile, tasteless.....	Lycopodium
Dark yellow, not mobile, bitter.....	Araroba
Brown, sweetish, fine powder.....	Dextrin
White, crisp, in lumps, sweetish.....	Starch
Black, tasteless, odorless.....	
With luster, coarse powder.....	Animal charcoal
No luster, finer powder.....	Veg. charcoal
Gums, resins, waxes, sugars.....	
Dark to nearly black, not very translucent.....	
Gummy, very bitter, nauseous.....	
Leaf remnants present.....	Gum opium
No leaf remnants.....	Lactucarium
Not gummy, resinous, brittle.....	
Very sweet.....	Liquorice
Bitter, nauseous.....	Aloe
Astringent; saliva red.....	Kino
Reddish brown to red, not very translucent.....	
Quite gummy, alliaceous odor.....	Asafetida
Not very gummy, fragrant.....	Benzoin
Not very gummy, nearly odorless.....	Ammoniacum
Translucent, nearly colorless, tasteless, mucilaginous.....	
Roundish tears.....	Acacia
In bands.....	Tragacanth

## TO STERILIZE SPONGES.

Dr. Elsberg recommends the following method of procedure for sterilizing sponges:

(1) The sponges are freed from calcareous matter by immersion for 24 hours in 8 per cent. muriatic acid solution, and are then thoroughly washed in water.

(2) They are then boiled for fifteen minutes or longer in the following solution: Potassium hydrate, 1 part; tannic acid, 3 parts; water, 100 parts.

(3) They are washed in water, carbolic acid, or sublimate solution until all of the potassium hydrate-tannic acid mixture (which is of a dark brown color) is removed.

(4) The sponges are preserved in 5 per cent. carbolic acid solution.

Sponges that have been used can be resterilized by washing them in water, and then boiling them once more in the solution, etc. The solution can be used any number of times, as it does not deteriorate by boiling or by age.

Sponges prepared in this manner are absolutely sterile, and they will be found to have retained all their physical qualities—size, softness, elasticity, power of absorption, etc.

## MARTINDALE'S ASTHMA POWDER. Parts.

Lobelia .....	240
Stramonium .....	240
Black tea.....	240
Anise seed.....	30
Fennel seed.....	30
Potassium nitrate.....	240
Water .....	240

Reduce the seeds and leaves to a coarse powder, dissolve the nitrate in the boiling hot water, sprinkle over the remaining ingredients, mix thoroughly and allow it to dry.

## KNOBELSDORF'S EYE BALSAM. Parts.

Red mercuric oxide.....	3
Red mercuric sulphide.....	2
Zinc oxide.....	1
Powdered camphor.....	2
White wax.....	10
Lard .....	80

IN addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store, propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered. In writing this department, subscribers will kindly make their communications as concise as possible and confine themselves to one question or subject in each letter. All communications will be regarded as confidential, and the names of the writers will not be disclosed in answering them through this department.

Address communications to AMERICAN DRUGGIST, Department of Business Management, 62 West Broadway, New York.

## THE DRUGGIST AS A BUSINESS MAN.

COMMERCIAL training in the fundamentals of business is one of the educational demands of the day. This is a commercial age, and at no previous period have the rewards to the successful business man been so great as at the present day when commercial enterprise demands the best brains of the world, and pays princely incomes to the men who are capable of managing large enterprises successfully. We Americans are pre-eminently a business people, and having developed our home markets to enormous proportions are now beginning to reach out for the trade of the world—and we'll get it, be sure of that.

The enormous growth in the volume and the great change in business methods that has taken place in business generally during the closing years of the century has left its marks on the retail drug trade as it has on all lines of business. Although the pharmacist has been rather slower to feel the influences at work in the business world than most other retail dealers, owing to the semi-professional character of his calling, he is now awaking to the fact that he needs better business education as well as better pharmaceutical education if he is to hold his own in the business world, for it is becoming more and more difficult to attain success or even a comfortable living in business without a fair working knowledge of business rules, laws and customs, and a special training in the modern methods of conducting a retail store.

That pharmacists have begun to realize the necessity for adding a more exact knowledge of business methods to their scientific attainments is evidenced by the trend of events in the pharmaceutical world during the past few years. The pharmaceutical journals have devoted more and more space to the business side of pharmacy, and have devoted departments to the discussion of advertising for the retail druggist, pharmaceutical associations have added "commercial sections" for the discussion of purely commercial topics, colleges of pharmacy are adding chairs of "trade and commerce" to their curricula, and lastly the formation of the N. A. R. D., devoted as it is to the betterment of trade conditions of the drug business,

all point to the fact that the retail druggist is seeking better business education and fully intends to hold his own in the business world.

There are some who deplore this spirit of commercialism that is entering pharmacy, and predict terrible things that will happen to the retail drug trade unless this spirit is vigorously combatted and pharmacy set upon a purely professional plane, but to my mind it is the best thing that could possibly happen to pharmacy, and will in the future raise it to greater heights than it has ever reached in the past. It is nonsense to assert that a man need be any the less a scientist because he is also a good business man. Commercialism is simply the principles necessary to the sound and safe conduct of business; the rules and methods essential to its solvency and successful pursuit.

#### THE AMERICAN DRUG STORE.

The American drug store is a distinct institution, and is an expression of our national life. It is not and never will be, at least for some centuries to come, a pharmacy pure and simple. I believe that it must meet a demand of our civilization or it would not exist in its present form. Its ten thousand items of stock meet the innumerable wants of all classes of people, and it seems impossible in this day and age to conduct a pharmacy in the strictly professional meaning of the word, except in the larger cities, where there is enough cosmopolitan population to support an occasional pharmacy modeled on European lines.

Even in Germany, where the "pharmacy" has arrived at its highest professional state of development the American drug store idea has taken root and the professional pharmacists are petitioning the Government to curtail the privileges of the "drug stores" as they are cutting into their trade heavily, and while not allowed to compound medicines sell many of the simple household remedies, proprietary articles and the thousands of items sold in the drug stores of this country.

I venture to assert that of the day's sales of the ordinary American drug store not more than half or one-third of the money taken in will be for things pertaining to pharmacy. The other half or two-thirds will be for goods that have no connection with pharmacy whatever, and the sale of which will require none of the technical training of the pharmacist, but will require the trained ability of the merchant if business success is to be attained, economical management, shrewd buying, good store keeping and good salesmanship.

It is an axiom of modern business life that if a thing has been done in a certain way in the past that that is the very reason why it should be no longer done in that way, for all progress comes from change in methods and new and better ways for doing things must be sought out or invented if real progress is to be made. Modern business truly promotes "the strenuous life," it drives men to do things, sets them to work, kills out sloth, indolence, lassitude, uselessness.

There is as much money and honor to be won in the retail drug trade to-day as in any other retail line. It will take hard work and good business training to make money in any line, and those who lack industry and training will be distanced by their more able fellows.

#### THE YOUNG MAN AND HIS EQUIPMENT.

The young man embarking in business should see to it that he is well armed and trained for the struggle. If he has not had the advantage of a business course in connection with his college of pharmacy course he should, if possible, take a course of study in some good business college. He will find later on that the time and money thus

spent will be the best investment he ever made, for it will give him a good grounding in the fundamentals of business rules, laws and forms, and thus enable him to read and study intelligently the higher truths and principles of modern business methods. If he is so situated as to prevent his taking such a course he should endeavor by self study to make up for his lack of systematic training. He should read widely on subjects pertaining to business generally and his own business in particular. In the latter line he will find that the pharmaceutical journals will supply his needs. For the former he will find such publications as *Printers' Ink*, *Fame*, *Brains*, *Profitable Advertising*, *The Bookkeeper* and many trade journals very useful, as they are all devoted more or less to general business and advertising matters.

#### THE TRADE CATALOGUE.

There is much information regarding kinds and qualities of goods to be derived from the perusal of trade catalogues. No good business man will destroy a trade catalogue received by mail until he has glanced through it to discover if it contains anything that he uses or is likely to use in his business, and this same good business man carefully and systematically files away all the catalogues that apply to his business, so that when a customer or a doctor asks for something that is not in stock he knows just where to look for description and prices of the article in question. The advertising columns of the pharmaceutical journals must be read, for it is here that the new things are announced to the trade, usually long before any catalogues or price-lists are issued and before the traveling salesman gets around with the goods.

The one thing that no business man should, or can afford to neglect to learn, is the fundamental principles of scientific accounting. No business can hope to succeed or remain sound for long where the methods of accounting or bookkeeping are unsound or incomplete.

It is also necessary that the merchant study the goods that he sells and know everything about them worth knowing, qualities, kinds, makes. why one kind is better than another and wherein one make differs from another, for the more one knows about the goods he sells the better buyer, advertiser and salesman he will be and the more goods he will be able to sell. The druggist should study his merchandise even as he studies drugs and learn all about them, order, habitat, description, variety, uses. Of course the amount of information to be learned regarding the thousands of items of merchandise comprising the average drug stock is endless, and what is learned will be limited by the amount of time spent in such study.

#### THE TRADE JOURNALS.

There is a lot of special information to be obtained from the trade journals devoted to lines of goods that are carried by druggists. Take rubber goods, for instance; in a rubber trade journal one gets a good general idea of the sources of supply, grades, names of manufacturing firms and their different lines of goods, as well as a general idea of the scope of the trade. It is true that one would have to wade through a lot of extraneous matter to get the comparatively small amount of information that is of real use to him, but I know of no other way where it is possible to get thoroughly in touch with a trade and learn all its ins and outs than by reading a journal devoted to that trade for six months or a year, and it has been my practice to subscribe each year for two or three trade journals, changing them each year, dropping one and taking on another. As an instance of the value of such reading, a few years ago, being desirous of reducing my office work to a more compact system, I first subscribed to a journal devoted to office work and bookkeep-



ing, and from this paper got many valuable ideas and the latest methods of doing this sort of work, and also obtained the addresses of the various manufacturers of office fixtures and supplies. I was consequently able to reduce my office work to a very compact and scientific system that not only saved time and money, but was more thorough and complete as well.

Reading of this kind takes time as well as the money required for subscription to such periodicals, but any business man could well afford the investment of the few dollars required yearly for the necessary books and papers, and one or two hours' systematic reading each day will be sufficient to keep one thoroughly well posted in all matters pertaining to his business. Rightly considered, it is not an expense or a waste of time, but an investment in business education. I have heard men declare that it would be impossible to find the time for reading or study, as the requirements of their business were so exacting that every minute of the day was fully occupied. In such cases I have usually found that their time was chiefly occupied in doing the petty routine work of their establishments, which, had they been more able business men, would have been performed by a clerk. To the head of a business who pleads "no time" for study or reading I would say, take time—hire another clerk if necessary. If your brains can't make you more money than your hands you of a certainty need more business knowledge. Satisfactory help can easily be hired to perform the routine work of the drug store, but you cannot hire a man to do your thinking and planning and the driving of your business, at least not for any salary that you can afford to pay.

It is the most fallacious of all false economy for the head of a business to devote the greater part or all of his time to the routine work of his establishment, but at the same time he should never lose track of, or get out of touch with the work. Careful overseeing and occasionally performing the work of his clerks will keep him in touch with things. The really great men of business, the men who have built up and managed the very large enterprises of the world, are men who worked with their heads, not with their hands; men who delegated the work to able assistants and held them accountable for its proper performance while they worked at the head of things, planning, contriving, directing, commanding.

Some very large retail drug establishments have been built up in the larger cities, and there will be still larger ones in the future; there are some pretty big ones in cities of the third and fourth class. It is true that many of these large establishments are known or regarded as cutters, but it is not true as many think that all such businesses have been built up by cutting prices. Cut prices have been only an incident, although a factor in their growth. Their proprietors, being keen business men, have taken advantage of the trade conditions as they found them to advertise their establishments by cutting prices. If price cutting is abolished they will seek and no doubt find other effective means for advertising their businesses. The very fact of their existence seems to prove that their proprietors are better business men than the ordinary, for primarily they are the result of good advertising, and good advertising is the foundation stone of all successful business enterprises, coupled with good business ability, the result of good business training, it is the secret of all business success. I hope I will be pardoned for thus complimenting the cutters; I have never been a cutter, but I have learned many valuable business lessons from them, principally from watching and fighting them. Now at all events they are all dead or dying, and the N. A. R. D. is preparing to hold an inquest on them. Out of evil has

come much good, for the fight against them has produced a feeling of solidarity among the druggists of the entire country that nothing else could have accomplished. Hundreds of local drug associations have been formed as a result of this agitation, and the effects of it will be far reaching in the future to pharmacy. No question or argument for the advancement of pharmacy has brought the druggists together as has this purely business matter of better trade conditions.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

### EIGHTH PAPER.

#### Forms of Spherical Lenses.

There are three forms of spherical lenses, plano, double and periscopic, and as each of these may be either convex or concave, the result is six varieties of spherical lenses as follows:

- A, plano-convex lens.
- B, double convex or bi-convex lens.
- C, periscopic convex lens.
- D, plano-concave lens.
- E, double concave or bi-concave lens.
- F, periscopic concave lens.

The periscopic lenses are also called meniscus lenses, the concavo-convex (C) being a converging meniscus and the convexo-concave (F) a diverging meniscus.

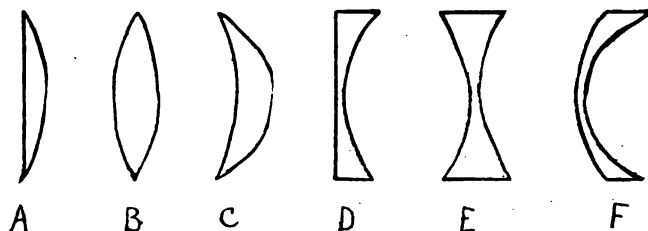


Fig. 1.—Showing the Six Different Varieties of Spherical Lenses.

The action of a convex and of a concave lens was described and illustrated in the Sixth Paper of this series. A, B and C, all being convex lenses, converge the rays of light to a focus as there explained. D, E and F, are all concave lenses and diverge the rays as there represented.

Convex lenses are positive lenses and converge parallel rays of light to a point, which is called the principal focus of the lens, as before described.

Concave lenses, on the other hand, have no positive refracting power, and are therefore unable to bend the rays to a focus; on the contrary, they cause them to diverge, and hence are called negative lenses. The central ray passes unchanged, but all the other rays are bent toward the thicker portion of the lens, which in this case is the outside. These rays will never meet but spread further and further as they proceed. The divergence of the rays is such as to make them appear as if they came from some point behind the lens, and it will be found that if the direction of the divergent rays be continued backward (as shown by the dotted lines), they will meet at some point on the near side of the lens, called its principal focus. This is the negative focal distance of the lens, and it can be measured in inches or represented in dioptries. If the former, a ten-inch concave spherical lens will cause parallel rays to diverge, after having passed through it and been refracted, as if they proceeded from a point ten inches back of the lens.

A convex lens having a real focus may form a real or

virtual image according to the distance of the object from it. A concave lens having a negative focus can form only a virtual image. A real image can be projected on to a

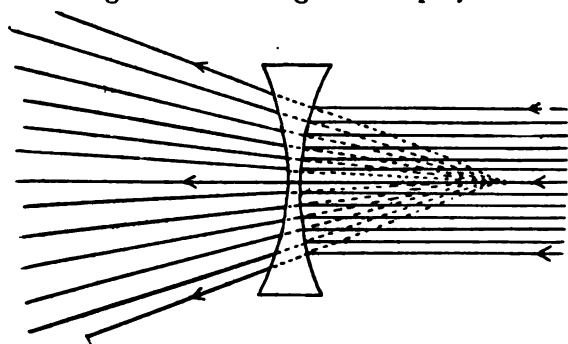


Fig. 2.—Showing Divergence Caused by a Concave Lens.

screen, but a virtual image can be seen only by looking through the lens or into a mirror.

#### Effect of a Convex Lens.

The usual effect of a convex lens is to make objects appear larger, and hence it is known as a magnifying glass. Its action, however, is modified according to the distance as follows:

1. When an object is placed nearer a convex lens than its principal focus, the image will be virtual, magnified and erect.
2. When the object is further from the lens than its principal focus, but less than twice the focal distance, the image will be real, magnified and inverted.
3. If the object be moved away from the lens further than twice its focal distance, the image will be real, smaller and inverted.

If these three statements are analyzed it will be found:

That the image formed by a convex lens is virtual only when object is nearer than its principal focus, and real at any point beyond.

That the image is erect only when object is nearer than the principal focus, and inverted at all distances beyond focus.

That the image is smaller only when object is more than twice its focal distance from the lens, and magnified at all points inside of this.

By way of illustrating the above facts, a three-inch lens may be taken and held at more than twice its focal distance from a printed page, say at ten inches. The letters will appear inverted and diminished, and as if printed on the surface of the lens. If the lens is moved a little closer, say to eight inches, the print will still be inverted, but the letters are no longer diminished, but of their natural size.

As the lens approaches the page the letters begin to magnify, and continue to increase until the principal focus is reached—that is, at three inches where the inverted image disappears. If the lens is held closer than its focal length, the print will appear enlarged and erect.

In ordering spherical lenses or recording them, in order to avoid the constant use of the words convex or concave, positive or negative, it is customary to distinguish lenses of the former kind by the prefix of the plus sign (+), and those of the latter kind by the minus sign (—). These signs are very significant, because the addition of a convex lens increases refraction and of a concave lens diminishes it.

All lenses refract rays according to the same laws, depending on the curvature of the presenting surfaces, those that are convex converging the light and those that are concave diverging it. In a plano-sphere the rays are refracted by one surface only. In a double sphere, by both surfaces equally.

## GATHERED FORMULAS.

Selections from Tollner's Book of Formulas.

(Continued from page 374 of volume xxx.ii.)

#### ANOZOL.

Thymol .....	drachms 10
Iodoform .....	drachms 90

#### ANTIHEMCRANIN (Headache Powder).

Caffeine .....	40
Antipyrin .....	20
Sugar .....	40

#### ANTIPYRIN TANNATE (Sztankay's).

	Parts.
Antipyrin .....	32
Tannic acid .....	18.8
Distilled water .....	200

Dissolve the antipyrin in one-half of the water and the tannic acid in the remainder, separately. Mix the solutions, collect and dry the precipitate by a moderate heat, then powder.

#### ARGENTINE.

For Silver Plating Copper and Brass.

Silver nitrate .....	gm. 30
Distilled water .....	Cc. 260
Sodium chloride .....	gm. 10
Precipitated chalk .....	gm. 65
Cream tartar .....	gm. 30
Ammonia water (0.960 sp. gr.) .....	Cc. 150

Dissolve the silver nitrate in 100 Cc. of the distilled water, and dissolve the sodium chloride in an equal quantity of water. Add the chloride solution to the nitrate solution and to the mixture add the remaining ingredients, precipitated together. The preparation must be protected from the light. Any article which is to be plated must be either of copper or brass or, if of iron, coated with copper by immersion in a solution of blue vitriol. The article must first be thoroughly cleansed with ammonia water and the argentine then applied with a soft woolen rag and rubbed briskly. The surplus is then washed off by means of warm water. The argentine must, of course, be thoroughly shaken before being applied, and the application must be repeated until the desired silver luster is obtained.

#### LANGEMAK'S ARGILLACEOUS PASTE.

	Parts.
China clay .....	25
Glycerin .....	50
Petrolatum .....	50

This is used as an antiseptic and aseptic dressing.

#### ARNICA WATER.

	Parts.
Cut arnica flowers .....	100
Water sufficient to make .....	1000

Place the flowers in a stall, add a sufficient quantity of water and distill off 1,000 parts by weight.

#### BROWN ASQUEBUSADE.

(Aqua Vulneraria Theden, Mixtura Vulneraria Acida Theden's Wound Lotion).

	Parts.
Vinegar .....	60
Diluted alcohol .....	30
Purified honey .....	20
Diluted sulphuric acid .....	10

#### ARSENICAL SOAP.

(For the Preservation of Pelts).

	Parts.
Salicylic acid .....	100
Borax in fine powder .....	50
Naphthalin, in fine powder .....	50
Arsenic, in fine powder .....	500
Soap, in fine powder .....	500
Water .....	1000

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

*American Journal of Pharmacy, January, 1901.*

**Adulterations of Essential Oils.** By Dr. Geo. R. Pancoast and Lyman F. Kebler.—The authors review the great changes which have taken place in the essential oil industry, present an outline of the general methods of examination to which oils should be submitted, and conclude the paper with a list of oils, the name of each being accompanied by a list of the impurities which have been found in it either by authors or by other observers.

**Drug Culture.** By F. B. Kilmer.—Mr. Kilmer urges the necessity for systematic study of drug culture because of the growing scarcity of certain drugs, the great uncertainty which attends the crop of wild drugs and the probability of a marked improvement in the quality of drugs through the influence of cultivation. Temperature does not seem to be the most important factor in influencing the alkaloidal yield. Some Northern-grown tobaccos are weak in nicotine and others are very rich. Kentucky tobacco is very high in alkaloid. Certain tropical-grown tobaccos are the weakest of all. Poppies have been grown in France yielding many times the amount of morphine of those grown in India. Indications point to humidity and rainfall as more potent than heat. The most thrifty specimens of the European narcotic drugs rich in alkaloids, are found among the dense foliage of forests where the rays of the sun never reach the soil, and, as naturally would be expected, these same plants, when cultivated in narrow valleys with a northern or eastern aspect, are the most prolific in growth. As to the soil best adapted to the growth of medicinal plants, almost nothing is known. It will be necessary to study each plant by itself in this respect.

The author points out that a high degree fertility does not appear to be essential in the soil, as the alkaloidal contents of the plant are rather decreased than increased by an excess of fertilization. In plants yielding aromatic principles, however, a rich soil appears to be decidedly advantageous. The author suggests that it is quite possible that we may be able to introduce some of the European medicinal plants and get them to grow here much as they do there—as weeds—and in this way be enabled to utilize waste places. He urges all pharmacists, and particularly those in rural districts, to experiment in drug culture, pointing out the fact that some European pharmacists have achieved quite an enviable reputation for preparations made from plants grown by themselves. Furthermore, every college of pharmacy should have a college botanical farm. He points to the interesting results obtained by Fred. T. Gordon in a small garden, and by the University of Michigan in a garden several acres in extent, as an instance of what can be done by individual effort to place drug culture upon a scientific and profitable basis.

**The Discoloration of Syrup of Iodide of Iron.** By F. W. Haussmann.—The author reviews the various theories which have been advanced in explanation of the discoloration of this syrup. Among others is one to the effect that the discoloration is due to the liberation of iodine; to the formation of ferric iodide; to the formation of oxy-iodide, etc. The author is inclined to believe that the discoloration is due to the action upon the dissolved sugar exerted by the iron salt which does not itself necessarily undergo any chemical change. In support of this theory he cites

the fact that a syrup of ferrous sulphate containing 10 per cent. of the salt turned brown after standing from four to six months exposed to light. The degree of heat used also affects the results, though syrups made at a low temperature are more stable than those which have been heated to boiling. If this theory is confirmed by further investigation it will furnish an explanation of the color changes which take place in elixirs containing scaled iron salts.

**The Assay of Belladonna Root and Its Extract.** By Arthur Wayne Clark, B.S.—The author proposes the following method of procedure: Into a tared beaker weigh about 20 Gms. of belladonna root ground moderately fine. Make 60 to 70 Cc. of a menstruum, composed of equal parts by volume of absolute alcohol and chloroform. Put the powder into a clean porcelain dish 18 to 20 Cc. in diameter, moisten with the menstruum, first rinsing the beaker. Place an absorbent cotton plug in the inside glass cup of a reflux extractor, which should be about 1 inch in diameter and about 3 inches deep, carefully pack the moistened powder into the cup, place a wad of absorbent cotton on the top of the powder, and on top of the cotton place a clean lead shot to hold it down. Add the remainder of the menstruum, set up the apparatus and extract continuously over a water-bath for seven hours. Transfer the percolate to the separatory funnel and shake out with 20 Cc. of 0.5 per cent. sulphuric acid. Should the fluids fail to separate add 15 Cc. of water and shake again, draw off the chloroform solution and shake again with 15 Cc. of dilute acid, allow to separate and shake with 10 Cc. of dilute acid. Should emulsification occur, as sometimes happens, add 10 or 15 Cc. of the original menstruum. There is sometimes a little dirt at the line of separation and this should run through with the chloroform, even though it carries with it a little of the acid solution. Mix all three acid solutions, place in a clean separatory funnel, add 20 Cc. of chloroform and 20 per cent. ammonia, shake violently for several minutes, and allow to stand. When separated draw off the chloroform solution and add a fresh portion of 15 Cc. of chloroform, agitate, draw off the chloroform and then add the first portion of 10 Cc. of chloroform. Should emulsification occur add a few small flakes of stearic acid. Mix the chloroform solutions, filter through absorbent cotton into an Ehrlenmeyer flask of about 300 Cc. capacity, and evaporate over a water-bath to a brown varnish-like residue. Remove the last chloroform and ammonia by passing air into the flask; add about 10 Cc. of chloroform, shake up and evaporate to drive off all free ammonia. Ether should not be substituted, as it is nearly always acid. No open flame should be near the flask, as if this is the case the chloroform may be decomposed and hydrochloric acid set free possibly affecting the alkaloid. Dissolve the brown residue in the flask in about 5 Cc. of neutral alcohol, add 100 Cc. of distilled water and 1 per cent. of alcoholic methuemytoxyl solution, titrate at once with twentieth normal hydrochloric acid to a pure yellow color, the neutral point being indicated by the absence of any trace of red. With a little practice this point is very easy to determine, but it is best to note the neutral point titrate a little beyond it and then titrate back with twentieth normal alkali to the first indication of any red tint. The number of Cc. acid used, multiplied by 0.0145, gives the weight of alkaloid present in the 20 Gm. of the ground root.

**Pharmacists' Apparatus Stand.** By J. Percy Remington, B.S.—The author has devised an apparatus stand for the pharmacist, the construction of which is very clearly indicated in the accompanying illustration, for the use of which we are indebted to the editor of the *American Journal of Pharmacy*:

**Note on Benzoinated Lard.** By Melvin W. Bamford.—The author recommends that the druggist prepare his own lard for benzoination from the leaf fat of the hog, according to the process of Professor Redwood.

**Note on Warburg's Tincture.** By Ferdinand A. Sieker.—The author furnishes a correction of a formula recently published by him (*AMERICAN DRUGGIST* for December 10, page 347). The formula should read 73 Gms. each of cinchonine sulphate, cinchonidine sulphate and pure chinoidine instead of 66.66 Gms. as published.

Professor Kiliani. In 1892, as a result of the oxidation of the products obtained in saponifying digitalin, Kiliani obtained d-gluconic acid together with digitalonic acid  $C_7H_{14}O_6$ . The two acids were separated by converting them to lactones (*i. e.*, inner anhydrides) and dissolving out the lactone of digitalonic acid with ether, in which that of d-gluconic acid is insoluble. The oxidation of digitogenin ( $C_9H_{18}O$ ,  $C_9H_{16}O$ ) with chromic acid produces digitogenic acid ( $C_9H_{18}O$ ,  $C_4H_6COOH$ ), and further oxidation by a permanganate produces digitic acid ( $C_9H_{18}O_2COOH$ ). Digitic acid was shown to be a saturated or hydrated substance related to the terpenes.

According to Kiliani the beautiful blue color reaction with feruginous acetic sulphuric acid is common to both digitoxin and digitophyllin.

Digitophyllin ( $C_{32}H_{52}O_{10}$ ) is a glucoside, melts at 232 degrees C., is insoluble in ether, soluble in about 30 parts



PHARMACISTS' APPARATUS STAND DEVISED BY J. PERCY REMINGTON, B.S.

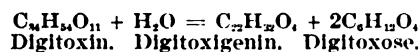
**Formula for Elixir of Heroin and Terpin Hydrate.** By T. B. McClintock.—This formula appears elsewhere in this issue.

*Druggists' Circular*, January, 1901.

**Digitalis Chemistry.** By A. R. L. Dohme, Ph.D.—The early attempts of Homolle and Quevenne in 1845 to assay digitalis were based on the separation of impure alkaloids, which is also true of the digitaline crystalline of Nativelle. The first pure product separated from digitalis was probably the glucoside digitoxin by Schmiedeburg, who also separated the glucoside digitalein from the mother liquors. Digitalein is a yellow non-crystalline powder which froths when shaken with water. Digitonin, decomposable into dextrin, digitogenin and galactose, froths as much as saponin when shaken with water. It is distinguished from saponin by yielding a red color when boiled with dilute sulphuric acid, the digitonin splitting up into the glucosides digitoresin and digitonein, the latter separating in the form of long crystalline grains. The main work on digitalis has been done since 1892 by

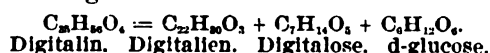
of methyl alcohol, from which it may be crystallized in the form of glistening prismatic plates containing no water of crystallization. It is less soluble in solvents and less sensitive to reagents than digitoxin. The digitaline crystallisé of Nativelle Kiliani proved to be identical with digitophyllin.

In 1898 Kiliani, by determining the formulæ of the saponification products of digitoxin showed the formula of the latter to be  $C_{34}H_{54}O_{11}$ , since



Hot concentrated hydrochloric acid changes digitoxigenin into the beautifully crystalline anhydrodigitoxigenin, which is probably metameric, with digitaligenin the saponification product of digitalin.

Kiliani further established the formula for digitalin as  $C_{35}H_{56}O_{14}$ , and the products of the saponification of the same according to



Digitoxin and digitalin appear to be genetically related, and, most likely, different derivatives of the same fundamental substance.

The digitalinum pur. pulv. germ. is a complex mixture containing about 50 per cent. of digitonin which has no effect on the heart. The glucosides obtained from the leaves of digitalis are different from those obtained from the seed, and since practically all the work done heretofore has been upon the glucoside from the seeds of digitalis there is much yet to be learned regarding those of the leaves. Bearing on this subject, Drs. J. P. Arnold and H. C. Wood (*Amer. Jour. Med. Science*, August, 1900) have compared the pharmacology of digitalin, digitoxin and tincture of digitalis U. S. P. Their conclusions were that digitalin and digitoxin (both probably from the seeds) represent the full circulatory powers of digitalis. Digitalis, digitalin and digitoxin stimulate the cardio-inhibitory mechanism, both centrally and peripherally. They all cause a rise of blood pressure by stimulating the heart and constricting the blood vessels. One Gm. of the digitalin of Merck was found to be equivalent to 70 Cc. of tincture of digitalis. Digitoxin is not to be recommended for human medication on account of its irritant action.

*Detection of Strychnine in the Stomach of a Dog.* By J. C. Wharton.—Instead of extracting the alkaloid from the contents of the stomach first with acids the author directs that the mass be made alkaline with ammonia and the alkaloid extracted direct with chloroform without violent shaking of the mixture. The separated chloroform solution is then evaporated in small portions in a watch glass, and the fatty residue treated with repeated portion of dilute solution of hydrochloric acid, then passing the aqueous solution through a wetted filter. The filtrate is then rendered alkaline and the alkaloid extracted with chloroform, the chloroformic extract evaporated at a gentle heat and the residue again taken up with chloroform, and this solution then evaporated after adding to the same about 100 Mgs. of a mixture composed of 1 part potassium bichromate and 99 parts calcined calcium sulphate. The resulting dry residue is thoroughly mixed and a small portion added to a drop or two of strong sulphuric acid on a white porcelain surface. The characteristic color reactions of strychnine, blue, purple, red, etc., will manifest themselves if strychnine be present.

*The Search for the Ideal Powdered Extract.* By S. W. Williams.—Mr. Williams argues that the general good qualities of abstracts should have won for them proper recognition on the part of the medical profession. Since abstracts bore a uniform and definite relation to the drug and fluid extract; that they were not subject to changes which cause variation in strength and consistency, as in the case of extracts; that, at the low temperature answering for desiccation, injury by heat was avoided; that their proper preparation required no facilities not found in the retail pharmacy; that their fine state of division was most favorable to efficient medicinal action. and that abstracts were *specially adapted to standardization*, it would appear that extracts should have been largely displaced by abstracts. The suggestion is made that physicians would have taken more kindly to prescribing abstracts if these had borne some definite relationship to the extract, the dose of which the prescriber would naturally have in mind. In Germany a general formula directs powdered extracts to be made half strength by employing powdered liquorice root in proper proportion. There is much to indicate that a proper presentation of abstracts would make them find favor among physicians. The new

British Pharmacopœia has discarded the extracts of calabar bean, nux vomica and belladonna, and substituted dry extracts mixed with milk sugar to bring the extracts to definite strength, thus making the three resemble abstracts in form.

*Pharmaceutical Review*, January, 1901.

*An Historical Review of the Work Done on the Flora of the Territory now Included within the limits of Wisconsin.* By L. S. Cheney.

*History of the Art of Distillation and of Distilling Apparatus.* By Oswald Schreiner. (Continued.)

*The Bubonic Plague.* By Frederick G. Novy.—Professor Novy continues his interesting review of the bubonic plague, noting the frightful lists of mortalities of the different epidemics since the first decades of the eighteenth century to the present time. The plague bacillus was discovered by Yersin in 1894. It is noteworthy to observe the more recent outbreaks were not followed by such great mortalities, indicating that sanitary precautions have served to measurably check the ravages of the plague.

*The Pharmaceutical Era*, December 20, 1900.

*Bookkeeping for Druggists.* By Charles H. La Wall.—This paper is a practical and suggestive one by a member of the faculty of the Philadelphia College of Pharmacy, which was read at the twenty-third annual meeting of the Pennsylvania Pharmaceutical Association, and is reprinted here from the proceedings.

*Side Lines for Druggists.* By S. R. Crabtree.—Reprinted from the proceedings of the Maine Pharmaceutical Association.

*My First Day in a Drug Store.* A sketch in humorous vein.

*Pharmaceutical Journal*, December 15, 1900.

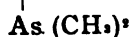
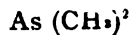
*The Bismuth Subnitrate of Commerce.* By F. A. Upsher Smith.—The analyses of four commercial samples showed from 79.40 to 80.34 per cent.  $\text{Bi}_2\text{O}_3$ , and suggests that the commercial subnitrate be required to contain not less than 80 per cent.  $\text{Bi}_2\text{O}_3$ , nor less than 17.5 per cent., nor more than 19.5 per cent.  $\text{N}_2\text{O}_5$ . If 1 Gm. be just dissolved in nitric acid and the liquid mixed with 5 Cc. of an aqueous solution containing 2 Gms. of citric acid and sufficient solution of ammonia to give decided alkalinity, neither precipitate nor opalescence should be produced. By boiling the mixture while still faintly alkaline (absence of phosphates) each gramme should yield on ignition at a red heat a residue weighing not less than 0.79 Gms. nor more than 0.81 Gms. Two Gms. mixed with 5 Cc. of water, 10 Cc. volumetric normal potassium hydroxide solution added and heated on a water bath with occasional stirring during half an hour, and afterward filtered and the filter washed, should require not more than 34.75 Cc. nor less than 27.3 Cc. of volumetric decinormal hydrochloric acid solution for neutralization, using phenolphthalein as indicator (corresponding to 17.5 to 19.5 per cent.  $\text{N}_2\text{O}_5$ ). Heated at 120 degree C. the salt loses 0.2 to 0.3 per cent. of its weight.

*Oil of Akee.* By Holmes and Garsed.—Oil of akee is a yellow butter-like fat with a peculiar faint odor and an oily unpleasant taste. It is obtained from the arillus of the akee plant *Blighia sapida*, a native of the west coast of Africa. The bland properties of the oil suggest its use in pharmacy. In general properties it appears similar to palm oil as exhibited by the following data:

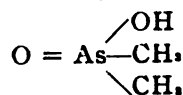
Test.	Akce oil.	Palm oil.	Mixed insol. Akce oil.	Fatty acids. Palm oil.
Sp. G. at 100° C. [water 155° C.).....	0.859	0.8586	....	0.8369
Melting point.....	25-35° C.	27° 42 5°	42-46	47.7 52
Solidifying.....	20° C.	....	40-38	44 85
Hepner value.....	93	94.2 97	....	....
Saponification value....	194.6	196.3 202.5	207.7	206.5 207.8
Reichert value.....	0.9	0.5	....	....
Iodine value.....	49.1	51 52.4	58.4	....
Acid .....	20 1	....	....	....

Pharmaceutical Journal, December 22, 1900.

*Cacodylic Acid and Cacodylates.* By W. H. Martindale, Ph.D.—Cacodyl is a tetra-methyl di-arsenide



and cacodylic acid a di-methyl-arsenic acid.



In the molecule of these compounds the arsenic is supposed to be joined directly to the carbon. In the commercial preparation of cacodylic acid equal parts of potassium acetate and arsenious acid are dry distilled, producing "Cadets Fluid," a mixture of cacodyl oxide and some cacodyl. This solution is then redistilled in a current of hydrogen and treated under cold water with mercuric oxide in small quantities at a time. Considerable heat is evolved during the oxidation. The supernatant liquid containing the cacodylic acid is decanted from the metallic mercury and evaporated to dryness, and the residue then treated with hot alcohol to extract the acid, which is obtained sufficiently pure on evaporating the alcoholic solution. Cacodylic acid, obtainable as anhydrous, colorless, odorless, oblique rhombic prisms, is a monobasic acid containing 54.3 per cent. of arsenic. Molecular weight, 138. It is very soluble in water, less soluble in alcohol, fairly stable, though deliquescent and altering in composition in moist air. It reacts acid to phenol-phthalein and litmus, but neutral to methyl orange. It melts at 200 degrees C., and decomposes at a higher temperature.

As to purity a solution of the acid shall not contain chlorides or sulphates, nor give a precipitate when made slightly alkaline with baryta water, or lime water.

Sodium cacodylate,  $\text{OAs}(\text{CH}_3)_2\text{ONa} + n\text{Aq}$ , molecular weight 160, is produced by neutralizing cacodylic acid with sodium hydrate. The salt contains 46.8 per cent. of arsenic, equivalent to 61.8 per cent.  $\text{As}_2\text{O}_3$ . It forms deliquescent prismatic crystals, which melt at 60 degrees C., and are easily soluble in water and alcohol. Hydrogen sulphide does not precipitate the arsenic from either cacodylic acid or the sodium salt of same. To assay the salt Imbert and Astruc devised the following method: "An N-10 solution of salt is prepared by dissolving 1.6 Gms. in 100 Cc. of water. Of this 10 Cc. are neutralized with soda in the presence of phenol-phthalein. A few drops of methyl orange are added and the whole then titrated with N-10 acid. The first drops of the acid cause the pink color of the phenol-phthalein to disappear, giving place to the yellow of the methyl orange, which will finally turn pink in the ordinary way when the end reaction with acid is reached. Multiply the number of Cc. of acid thus used by 10, this will give the percentage of pure (dry) sodium cacodylate. In case the salt contains considerable free cacodylic acid the amount of acid solution required to destroy the pink of the phenol-phthalein should be deducted before multiplying by ten."

Sodium cacodylate has been employed as a remedy in tuberculosis, phthisis and consumptive cases generally, in

diabetes mellitus, exophthalmic goitre, pernicious anæmia, cancer, malaria, chorea. It is administered in doses of  $\frac{1}{2}$  grain three or four times a day. Hypodermically  $\frac{1}{3}$  to 1 grain in 10 minims of water has been employed.

Cacodylic acid has been used with considerable success in the treatment of skin diseases.

The Chemist and Druggist, December 15, 1900.

*Santalenic Acid.* By A. C. Chapman.—The properties of the purified acid obtained on oxidizing sandalwood oil with potassium permanganate were the following: pearl-like crystalline plates, insoluble in water, but soluble in spirit and other oil solvents: Melting point, 76 degrees C.; boiling point, 189 degrees C. (press 28 Mm.); Sp. rot.  $[\alpha]_D^{20} + 18.05$ . The formula is suggested as  $\text{C}_{13}\text{H}_{18}\text{O}_2$ .

*The Alkaloids of Corydalis Cava.* By Dr. James J. Dobbie.—The root of this plant, known as *Radix aristolochiae*, contains the two alkaloids corydaline  $\text{C}_{18}\text{H}_{15}\text{N}(\text{OCH}_3)_4$ , and corybulbine  $\text{C}_{18}\text{H}_{15}\text{NO}(\text{OCH}_3)_6$ . The author found by preparing corydaloline  $\text{C}_{18}\text{H}_{15}\text{N}(\text{OH})_4$  that corydaline contains four methoxyl groups, and also that corybulbine can be made into corydaline by treating the former with methyl iodide in alcoholic potash solution.

*A New Source of Hyoscyamine.* By Prof. Dunstan and Mr. Harold Brown.—The authors found 0.87 per cent. of hyoscyamine in the seeds and 0.59 per cent. in the stem and leaves of *hyoscyamus muticus* obtained from Egypt. Egyptian *Datura stramonium* yielded 0.35 per cent. hyoscamine. It is asserted that hyoscamine is the only alkaloid contained in these plants from the above source.

Oil of Akce. See under Pharmaceutical Journal.

The Bismuth Subnitrate of Commerce: See under Pharmaceutical Journal.

Archiv Der Pharmazie, November 10, 1900.

*Tiliadin, a Constituent of the Bark of the Linden Tree.* By W. Braeutigam.—The writer has succeeded in isolating in the pure state a crystalline substance which he called tiliadin from the bark of tilia. This substance resembles in many respects the cholesterin group, but the crystals were found to have no water of crystallization, and no hydroxyl group. As tiliadin does not correspond in its chemical properties to the glucosides, it cannot at present be definitely classified in the organic series. In addition, the author proved the presence of vanillin in the linden bark, and found a crystalline body in *Pleurococcus vulgaris*.

*Contributions to our Knowledge of Angostura Barks.* By C. Hartwich and M. Gamper.—Angostura bark is now chiefly used in the preparation of bitters. In the beginning of the nineteenth century a number of cases of strychnine poisoning were reported from the use of "angostura," which was nothing else but the bark of *Strychnos nux vomica*, L. At present there is a greater danger of such poisonings, as the bark goes directly from the dealer to the layman who manufactures bitters. One of the writers found, on the occasion of a trip to Hamburg, that a large quantity of bark that was represented as angostura certainly did not deserve this designation. They also found that in the Polytechnic Institute in Zurich there were a number of samples of angostura bark which gave the reactions for strychnine and brucine. These samples had been sent to the Institute from a variety of places, and therefore it is probable that nux vomica is frequently employed instead of angostura. The present article embraces an elaborate study of the anatomic features of angostura bark and of its substitutes,



together with a series of experiments concerning the physiologic action of the different barks on animals. A table is appended in which the principal differential features of these barks are so grouped as to be easily compared in examining specimens.

*Concerning the Anilin Compounds of Alkylsulphonacetic Acids.* By W. Grothe.

*Concerning the Action of Potassium Sulphide, Potassium Cyanide, and Potassium Sulphocyanide upon Chloracetanilides.* By W. Grothe.

*Concerning the Action of Potassium Sulphocyanide upon Chloracetanilides.* By G. Frerichs and H. Beckerts.

*Concerning the Balsamic Resin of Picea Vulgaris, Lmk. (Jura Turpentine).* By A. Tschirch and E. Bruening.—The results of this investigation are as follows: Jura turpentine contains (a) Free resin acids, of which one is crystalline. The majority are amorphous. By shaking with ammonium carbonate Picea-pimaric acid is isolated. Its formula is  $C_{18}H_{30}O_2$ . When acted upon by sodium carbonate three acids are formed. The smallest fraction is crystalline, and was found to be Picea-pimaric acid,  $C_{20}H_{30}O_2$ . This acid corresponds in every respect to pimaric acid. The amorphous residue can be split up into two isomers, alpha and beta Picea-pimaric acid by the addition of lead. Both these acids form lead salts, and have the formula  $C_{25}H_{44}O_2$ . (b) Resen,  $C_{21}H_{36}O$ , which is insoluble in alcohol.

(c) Traces of succinic acid, of a bitter principle, and of coloring matter, together with small quantities of impurities and water.

(d) An ethereal oil with the properties of oil of turpentine. This oil is separated from the resin by distillation with steam. Both the crystallizable and the amorphous acids give no co-efficient of saponification.

*Investigations Concerning the Balsamic Resin of Pinus Pinaster (Bordeaux Turpentine).* By A. Tschirch and E. Bruening.—(To be continued.)

*Apotheker Zeitung, December 5, 1900.*

*The Examination of Surgical Dressings.* By Dr. G. Frerichs.—(Continued.)—The writer gives the methods of examination used in determining the quantity of antiseptic substances in dressings. (To be concluded.)

*The Toxic Nature of Castor Oil Press Cake.* By Prof. Rudolf Kobert.—The poisonous substance which exists in the cakes left after expressing castor oil was discovered in Kobert's laboratory in 1887, and was named "rizin" (or, as we would write it, "ricin"). This substance is not a cathartic like the oil, but is one of the most violent albuminoid poisons (toxalbumins). When mixed with blood, even after the fibrin has been removed, it coagulates the corpuscles. It therefore corresponds to the other blood agglutinating poisons, abrin and crotin. By feeding animals upon these poisons in gradually increasing doses, one can so accustom them to these substances that they are rendered immune against the action of the toxalbumins. In India the abrus seeds are mixed with the fodder of cows in increasing quantities until the cows are immune. It is not impossible that there are regions in India where the residue cakes of castor oil are fed to the cattle in a similar manner. Ehrlich showed that it is possible to get mice accustomed to these poisons in this way. That animals that are not previously rendered immune get very severe intestinal inflammations from eating the castor oil cakes is shown by the fact that in Russia many army horses that had been fed surreptitiously upon these cakes became very ill in great

numbers. In Russia there is a law which prescribes that the cakes should be destroyed by the castor oil factory either through dry distillation or by burning. The writer recommends that a similar law be adopted in India and in Italy.

*Apotheker Zeitung, December 15, 1900.*

*The Amount of Resin in Jalap Bulbs.* By Dr. Karl Dieterich.—The writer points out that the amount of resin in jalap is less than it was in former years. The quality of the bulbs has deteriorated of late, and the same may be said, perhaps, of many drugs in the market now. It is possible that the mode of extraction may have something to do with it, or possibly there may be fermentation which did not take place formerly. Fermentation easily occurs if large quantities are piled up and stored.

*Apotheker Zeitung, December 19, 1900.*

*The Poisonous Properties of Castor Oil Press Cakes.* By Dr. A. Schulte.—(A reply to Professor Kobert).—The writer admits that these cakes are given to cattle in India, but says that this is only done in order to stimulate the secretion of milk, and that only medicinal doses are given. He quotes several authorities, but adds that actual experiments have not been recorded and that the writers relied as a rule upon the statements of natives.

*Examination of Fluid Extracts by the Determination of the Dry Residue and of the Specific Gravity.* By Eduard Scmitz. A prize essay, awarded the Hagen-Bucholtz prize of the German Apotheker Verein in Berlin.—The paper deals with the official fluid extracts of the Pharmacopoeia Germanica, extracts of condurango, frangula, hydrastis and ergot, for which no official tests are given, because at the present time there are not sufficient data for their identification and examination. The writer prepared the fluid extracts to be tested himself according to the German Pharmacopoeia. He let the preparations stand for two weeks and then filtered them. The specific gravity of each sample was then tested. He then evaporated the fluid extracts on watch crystals, and determined the percentage of solids. The evaporation was difficult in the case of condurango on account of its contents of glycerin, but the writer succeeded in doing this by using a method described by Benz. He evaporated the extract in a wide mouthed vessel, which was kept covered not too tightly with a glass cover. The glycerin remains deposited on the walls of the vessel, and thus one can dry the extract without losing any at a temperature of 100 to 110 degrees C. In this manner he obtained the specific gravity and the percentage of solids in the fluid extracts mentioned, and compared his own preparations with those of various pharmaceutical chemists. He does not draw any definite conclusions from his figures, but says that they seem to indicate that it is best to prepare one's own fluid extracts.

*Apotheker Zeitung, December 22, 1900.*

*Aldehyde Reactions.* By Herr Ulz, Military Pharmacist.—Attracted by the investigations of Bokorny and Polacci concerning the presence and mode of formation of formaldehyde in plants, the writer examined the various reactions which have been devised for the determination of aldehydes. He finds that many of the tests used are not trustworthy, and that therefore Polacci has not proved that in the cases cited by him there was formaldehyde in green plants. Bokorny admits the possibility that some other aldehyde may be present in plants, but denies the admissibility of formaldehyde in the vegetable kingdom from a botanical viewpoint. The writer shows that some of the reactions that were considered as characteristic of formaldehyde are nothing else but tests for aldehydes in general.

*Pharmaceutische Zeitung*, December 8, 1900.

**Modern Blood Preparations.**—Although the great vogue in medicine of the various preparations derived from blood is spoken of as new, the use of blood in medicine is like organo-therapy, as old as medicine itself. Lewin (*Deutsch Med. Woch.*, 1900, No. 48) and Rosenstein (*Pharm. Zeit.*, 1899, No. 34) agree that little if any therapeutic value attaches to this class of preparations—such improvement as follows their administration being temporary. The author divides the preparations into three classes: (1) Pure blood preparations; (2), galenicals made from blood, and (3), chemicals derived from blood.

#### Simple Blood Preparations.

Class 1 embraces the defibrinated blood of the ox, the hog, etc., which are also met with under special names.

Eubiol, made by Heinrich Schweitzer, of Hamburg, is a pure active hæmoglobin, with the most important and active salts and albuminous materials of the blood. It is odorless and dissolves in cold water, yielding a dark red solution. Eubiol liquid is a solution of eubiol in glycerin (1 to 1) and is used for the preparations of hæmialogen.

Hæmatogenum siccum (dry hæmatogen) is made from defibrinated blood by removing the fat with ether and evaporating in a vacuum, and is used for making hæmatogen. Sneek's "hæmatogenum siccum" is hæmofenogen.

Hæmofenogen (Sneek's) is made by removing the fat from defibrinated blood by means of ether, evaporating under diminished air pressure, drying and powdering. One hundred and fifty Gms. of the powder dissolved in one liter of water yields the equivalent of Hommels' hæmatogen.

Hæmoform (Libbertz, of Hamburg-Barmbeck) is a reddish brown powder soluble in water. It appears on the market as "Hæmatogen Libbertz," both dry and in liquid form.

Hæmoglobin. The coloring matter of blood. Recommended for the treatment of anæmia and chlorosis in doses of 5 to 10 Gms. (75 to 150 grains) daily.

Hæmoglobin in Lamallæ. Merck. Reddish brown, showing scales soluble in water.

Hæmoglobin Nardi. Made in Rome. Chocolate colored powder.

Pfeuffer's hæmoglobin extract. A blood red syrupy mass, said to contain about 33 per cent. hæmoglobin.

Radlauer's hæmoglobin tablets. Each contains 0.5 Gms. of "hæmoglobin-albumin." Soluble in cold water.

Sicco is a name given by H. Schneider, of Berlin, to any hæmatogen. It is a reddish brown, crystalline powder. It is permanent, odorless, tasteless and completely soluble in cold water. Recommended for the extemporaneous preparation of hæmatogen.

Trefusia is of Italian origin. It is a granular powder completely soluble in water and in alcohol. Rich in hæmoglobin, and contains 0.382 per cent. of iron.

Class 2 includes the galenical preparations made from blood as follows: Dynamogen, resembling Hommels' hæmatogen, and made by F. Sauer, of Schneidemuhl, Germany.

Fortuna Hæmatogen.—Made by Bernhard Goldman, Berlin, is a blood red liquid, which claims to be blood, containing methæmoglobin.

Marfories Hæmatogen.—A straw colored powder easily soluble in weak alkalies. Contains 0.7 per cent. of iron. Dose from one to two tablespoonfuls before meals.

Hommels' Hæmatogen.—Also known as "hæmoglobinum depuratum sterilizatum liquidum." According to the manufacturer the preparation contains, besides pure hæmoglobin, all of the salts present in fresh blood, as well

as the valuable albuminous constituents of the serum in concentrated, purified and unaltered form. The dark red liquid contains glycerin, wine and aromatics.

Hæmanutrid, Janke's.—A liquid form of the "sanguino-tablets" (described below), containing 7 per cent. of purified hæmoglobin, 20 per cent. of glycerin and 20 per cent. of brandy. This closely resembles Hommels' preparation.

Hausmann's Hæmotrophin.—A liquid hæmoglobin preparation.

Perdynamin is the name given to Dr. Theuer's hæmoglobin albuminate, made by H. Barkkowski, of Berlin.

Pfeuffer's Physiological Hæmoglobin Albuminate.—This preparation appears in the form of troches coated with chocolate, and each of which is guaranteed to contain at least 1 Gm. of hæmoglobin. In concentrated solution it shows the methæmoglobin absorption lines in the spectrum.

Pilulæ Roborantes, Selle, are said to be prepared from fresh ox-blood and meat extract, three pills are said to represent 3 Gms. of blood and 1 Gm. of lean meat.

Pilulæ Sanguinalis, Crewel, are prepared from sanguinal, each pill representing 5 Gms. of fresh blood.

Sanguinal, Crewel, is said to be made from dried, defibrinated blood and hæmoglobin, and appears in the form of coated pills.

Sanguinoform, Wartenburg, is said to be prepared from "embryonic blood forming organs," and contains cocoa and oil of peppermint.

Sanguino Tablets, Janke, is said to contain all of the iron salts the albuminous substances, the fats and the hydrocarbons present in blood, though in a five-fold degree of concentration. The author suggests that it may be concentrated blood.

Theuer's Hæmoglobin Albuminate (natural iron albuminate).—This is a reddish brown liquid, said to contain "all the constituents of sound blood in the natural and digestible form combined with the best Malaga wine."

Hæmalbumin, Dahmen, as found upon the market, consists of acid incoagulable albuminates in the form of a black powder.

Hæmalbumin, free from peptome, can be prepared by mixing 50 to 55 Cc. of the official concentrated hydrochloric acid with an equal quantity of water and with 1 kilogram of defibrinated blood. After standing one hour a black jelly results which is dried at 50 degrees C. pulverized, and in this form is placed on the market.

Hæmalbumin, containing peptome, is prepared as follows: Dissolve 5 to 10 Gms. of pepsin in 50 Cc. of water and mix this with 1 kilo of blood, then add 50 to 55 Cc. of the official concentrated acid mixed with an equal volume of water, allow to stand at ordinary temperature from three to four hours and then dry in thin sheets 50 to 60 degrees C. Both preparations in appearance, solubility and chemical behavior correspond to Dahmen's hæmalbumin. Kottmayer makes a purer preparation which has a less distinct odor of blood by agitating defibrinated blood with one-third of its volume of ether, allowing it to stand for several days in a closed vessel, drawing off the clear liquid below from the ethereal solution containing the coagulum and evaporating at 20 to 30 degrees C. in vacuo. He then proceeds with this residue the same way as is laid down for the unpurified blood. If the clear liquid be evaporated down to three-fourths of its volume and 30 per cent. by weight of pure glycerin and 10 to 12 per cent. of brandy added a preparation is produced which, according to Kottmayer, is quite as valuable as and closely resembles Hommels' hæmatogen.

#### Blood Preparations Made by the Use of Chemical Agents.

Fer Cremol. This is a compound of the coloring mat-



ter of blood with iron, is made by a process patented by Merck, which consists in mixing neutral solutions of iron salts with dilute solutions of blood. This forms a brown almost tasteless powder soluble in very dilute ammonia solution, and yielding a red liquid when dissolved. It contains about 3 per cent. of iron.

Ferr hæmin-hertel is claimed to be an organic compound of fresh blood and iron to which 20 per cent. of strong sherry wine has been added as a preservative.

Fersan is claimed to be the iron compound present in the erythrocytes of fresh bullock's blood, which is, chemically speaking, a para-neucleo-proteid-iron-compound. It is soluble in water, coagulates upon boiling, passes through the stomach unchanged and is completely absorbed in the intestine. It contains iron and phosphorous in organic combination and about 90 per cent. of soluble albumen.

Hæmatin-albumen is a fine, brownish red permanent, tasteless and odorless powder. It is claimed to be an albuminous preparation containing iron, and to be made from the dried albuminous constituents (fibrin of blood.) The dose is from 1 to 2 teaspoonfuls in water or milk after meals. It is made by Benzon of Copenhagen.

Hæmogallol, first made by Kobert by treating blood with pyrogallol, forms a fine red powder, which is used in the same manner is hæmol.

Hæmol was first prepared by Kobert by treating blood with zinc dust. The coloring matter of the blood is reduced, and after ingestion is again oxydized and absorbed. Hæmol is a brownish black powder. The dose is given as 0.1 to 0.5 Gms. three times a day for chlorosis, anæmia, etc. While hæmol and its galenical preparations are mostly used as a means of administering iron in anæmia, etc., Merck makes a series of hæmol compounds which, to judge from the names, differ widely from each other in their composition. These include the following:

Arsenic Hæmol, for skin diseases, neuroses, etc.; Brown-Hæmol, for epilepsy; Iron-Hæmol, for anæmia, etc.; Iodine-Hæmol, for syphilis and scrofula; Copper-Hæmol, for tuberculosis, scrofula, eczema, etc.; Zinc-Hæmol, for diarrhoea and chlorosis.

*Pharmaceutische Zeitung, December 15, 1900.*

*The German Pharmacopœia.* By Dr. C. Grunhagan. —The author discusses at great length the iodine absorption method of estimating the fats and the fatty oils, and presents the results of a number of comparative analyses according to the original method of Huebl and according to the modification of that method which has been introduced into the new edition of the German Pharmacopœia. The results obtained convince the author that (1) the modified method gives results comparable to those yielded by the original method in the examination of fats and fatty oils, provided that a sufficient excess of iodine be present and a sufficient time be given for the reaction. (2) With non-drying oils and where not more than four hours are consumed in the test only one control test is required; but with non-drying oils and where a longer time than four hours is consumed in the reaction, it is absolutely necessary that two control tests be carried out, one being made at the beginning and the other at the end of the process. (3) The figures given in the German Pharmacopœia for cod liver oil should be changed, so that instead of submitting 9.5 Gm. of the substance to the action of the iodine solution for four hours 9.1 to 0.2 Gm. should be submitted for 18 hours. The iodine number should be increased, my own observations leading me to place the range at from 155 to 156.5. On the whole, the author prefers the original method of Huebl.

## QUERIES AND ANSWERS.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

### Glycerophosphoric Acid and Its Salts.—W. J. E.

—The use of glycerophosphoric acid and its salts in medicine was first suggested in 1894 by a French physician named Albert Robin in a paper communicated to the French Academy of Medicine. An abstract of this paper was given in the AMERICAN DRUGGIST for May 24, 1894. Since that time the new form of medication has been considerably experimented with, and the number of glycerophosphate salts and galenical preparations of the same is quite large, ranging from salts of organic bases like quinine and cocaine, syrups, pastiles, wines, etc. The acid, glycerophosphoric acid, is made by reaction between orthophosphoric acid and glycerin. The acid and its calcium salt was originally prepared by two French chemists by heating together 3 kgm. of 60 per cent. liquid phosphoric acid and 3.6 kgm. of pure glycerin at 110 degrees C. for six days, with occasional agitation. After two days it becomes colored and emits vapors. At the end of the period of digestion and when completely cold the resulting acid is saturated with a creamy mixture, consisting of 500 Gms. of calcium carbonate in 2 kgm. of water. The product is then allowed to stand for two or three hours when saturation is completed by a further careful addition of calcium carbonate and water. After effervescence has entirely ceased the mixture is filtered. The filtrate is a solution of calcium glycerophosphate which is precipitated by the addition of alcohol, the precipitate collected by decantation and allowed to become air-dry. The salt thus obtained is then dissolved in cold water, again filtered and the solution carefully evaporated to dryness.

A more rapid method of preparing the acid has since been described. It is as follows: Put into a suitable flask 100 Gms. of 60 per cent. phosphoric acid and 150 Gms. of glycerin. Fix a double perforated cork into the flask, one hole with a thermometer in it, the other with a safety tube as a vent, then heat over the flame of a Bunsen burner, protected by wire gauze. The mixture begins to boil at 120 degrees C. It becomes dark brown, syrupy and gives off acrolein vapor at 190 degrees, when the heat is removed and the mixture allowed to cool. The mass is then mixed, about 30 Gms. at a time, with a chalk mixture (50 Gms. of precipitated chalk to 250 Ccm. of water), the mixture well stirred to promote effervescence, and at the end of six hours it is filtered. The filtrate is a solution of calcium glycerophosphate, which is precipitated by the addition of alcohol, is collected, dried partially with bibulous paper and finally over sulphuric acid in a bell-jar. In order to avoid the effervescence resulting from the use of calcium carbonate it has been recently suggested to use tribasic calcium phosphate instead of the first named. The free phosphoric acid forms with this dibasic calcium phosphate; milk of lime is then added in excess, which combines with the glycerophosphoric acid and again precipitates the phosphoric acid as tribasic calcium phosphate, which is filtered out and again used in subsequent operations. The calcium salt of glycerophosphoric acid is the one generally preferred, though for hypodermic injections Dr. Robin uses a solution of the sodium salt 1:4. Another solution used by Robin contains 0.04, each of the glycerophosphates of calcium, magnesium and potassium and 0.13 of the sodium salt in a cubic centimeter. In a third solution, 0.05 of the sodium salt is replaced by 0.05 of the iron salt. The dose of each of the solutions is 1 to 4 Cc.

**A Good Baking Powder.**—H. W. H., Jr.—After an examination of the various baking powders of the market the Division of Chemistry of the United States Department of Agriculture published the following formula, which, it is said, yields an ideal product. The several ingredients in fine powder should be dried thoroughly before mixing:

	Parts.
Potassium bitartrate.....	2
Sodium bicarbonate.....	1
Corn starch.....	1

**"Quick Drying Varnish or Mucilage."** R. and M. ask for "a formula for a quick drying water or fire proof varnish or mucilage."

This is a little vague, and we should have liked some details regarding the uses to which the "varnish or mucilage" is to be put. It is easy to prepare a water proof glue or mucilage, but the preparation of a fire proof varnish is a somewhat difficult proposition. The nearest approach to a water proof preparation is afforded by a chromitized glue compound. Glue containing either potassium or ammonium bichromate, when exposed to the light, becomes insoluble. The proportion of salt to glue is generally put at 1 to 50. Another method of making water proof glue is to boil one pound of common glue in two quarts of skimmed milk. Glue or mucilage may also be rendered water proof to a certain extent by the addition of sodium silicate. We published a formula for a library paste in one of our recent issues which contains sodium silicate as an ingredient. It is as follows:

Gelatin .....	oz. 4
Water .....	oz. 16

Soak the gelatin in the water until it becomes soft, then by the heat of a water bath dissolve it, and while still hot pour into a mixture of

Flour paste.....	lbs. 2
Water .....	oz. 20

Heat the whole to boiling and when thickened remove from the fire. While cooling add 6 drs. of sodium silicate and stir into the mixture with a wooden spatula. Preserve with carbolic acid or oil of cloves—say 2 drs. of either preservative to the whole amount of paste.

The preparation of a fire proof varnish is difficult. We suppose that a suitable compound might be made by combining egg albumen in liquid form with some fire proofing substance like ammonium phosphate or sodium tungstate. We would ask our correspondent to be a little more definite in describing the particular preparation for which a formula is desired.

**Syrup Hypophosphites Comp.**—L. B. C.—Several modifications of the official formula for this preparation have been published in previous issues of the AMERICAN DRUGGIST. If you are a new subscriber please advise us. If not, consult the indexes to recent volumes.

**Fire Extinguishing Powder.**—C. A. G.—The specimen of powder which you submit appears to consist of a mixture of sodium tungstate and infusorial earth, though its exact composition is difficult to determine. A large number of chemical substances are employed for rendering fabrics and wood work unflammable, and the same chemicals can be employed in powder form for direct application to burning material. Ammonium phosphate, ammonium chloride, sodium tungstate, ammonium sulphate and boric acid or sodium borate are variously recommended for their fire extinguishing properties. The two first named are considered especially useful, and are occasionally employed in combination with silica in the form of very fine sand, or infusorial earth as stated above.

**Elixir of Heroin and Terpin Hydrate.**—W. H. S. asks how he can prepare an elixir of heroin and terpin hydrate, of which each fluid dram shall contain grain 1-48 of heroin and grain 1 of terpin hydrate. He states that terpin hydrate is not very soluble in simple elixir, and if the solution is made with hot elixir the terpin crystallizes out on cooling.

Ordinary elixir aromatic is not adapted for a solution of terpin hydrate, the amount of alcohol contained in it being insufficient. It is best to dissolve the terpin hydrate first in a mixture of alcohol and glycerin by the aid of heat, and add this to a regulated amount of elixir. The following modification of a formula proposed some time ago in this journal should meet your requirements:

Terpin hydrate.....	av. oz. 2; dr. 2½
Saccharin .....	gr. 16
Glycerin .....	fl. oz. 16
Alcohol .....	pints 3

Mix, dissolve by heat, and add:

Heroin hydrochloride.....	gr. 21 1-3
Elixir aromatic.....	pints 4

Mix, let stand 24 hours, and filter through white paper.

Each fluid drachm of the above will contain terpin hydrate 1 grain and heroin hydrochloride 1-48 grain. If the elixir is not kept in a moderately warm place a slight separation of crystals will be observed, but this only happens when the temperature is allowed to drop below 55 degrees F.

The following formula, communicated by T. B. McClintock to the *American Journal of Pharmacy* for January, is recommended as having proven quite satisfactory to some physicians:

Heroin .....	grains 5 1-3
Terpin hydrate.....	drams 3; grains 12
Spirit of bitter almond (5 per cent).....	minims 10
Compound spirit of orange.....	minims 15
Syrup of wild cherry.....	fl. oz. 2
Glycerin .....	fl. oz. 11
Alcohol, q. s.....	pint 1

Powder the terpin hydrate and dissolve it in the glycerin by the careful application of heat. Dissolve the heroin in 2 fluid ounces of the alcohol, adding to the solution the spirit of bitter almond and the compound spirit of orange. When the solution of terpin hydrate has cooled, mix the two solutions and then add the syrup of wild cherry and sufficient alcohol to make 1 pint of the finished elixir.

Each fluid drachm of McClintock's elixir will contain heroin grain 1-24 and terpin hydrate grain 1½. To produce a solution containing 1-48 grains of heroin in each drachm take one-half the amount prescribed for each pint—namely, 2½ grains.

**White Dextrin for Edell's Library Paste.**—S.—Mr. Edell advises us that he has had the same trouble as that experienced by our correspondent in the matter of obtaining a pure white dextrin. The dextrin made from potato starch by the Mallinckrodt Chemical Works, of St. Louis, is the kind to use. This dextrin is perfectly soluble in water, dissolving to a water white liquid. It can doubtless be obtained through any wholesale druggist if Mallinckrodt's is specified.

**Perfume for Soap.**—J. E. L.—The various dealers in essential oils and perfumery products make a specialty of soap perfumes, and it will be found economical and advantageous to send for catalogues and price-lists to such firms as Fritzsche Bros., Magnus & Lauer, Fries Bros., or Dodge & Olcott, New York, before experimenting in a small way.

## Department of Business Building

Department Editor,  
Ulysses G. Manning-

### GET THAT MAN.

**A** GOOD New Year resolution for many a reader of this department would be to determine to get the trade of certain persons who now favor competitors—not merely to get new customers, but to get hold of certain individuals. I find that druggists are prone to regard their customers in the mass. They neglect to analyze their trade and scarcely know who trades with them and who do not.

The idea of getting after the individual would be regarded more if the value of each individual customer was more fully recognized.

I know of one man who as an experiment during the past year has been conducting a little campaign of this sort. He picked out fifty families who traded elsewhere and laid siege to them. The ammunition used was mimeograph letters, and I think each letter contained some definite offer calculated to attract them to the store or called their attention to some item of which this druggist had the exclusive sale. I do not know how many communications were sent, but am informed that the year's campaign cost about \$22. The advertiser thinks he has landed over half of them. If this be true he has secured his new customers for something less than one dollar each—a very moderate cost.

\* \* \*

### Adapting the Bait.

Some mimeograph letters sent in by Mr. John R. Cates, manager for G. R. Bradley, Newnan, Ga., show another adaptation of this method of going after the individual.

Previous to the holidays Mr. Cates issued letters appealing to those who in his estimation would be most interested in certain lines of goods. For instance, to a list of fifty Sunday school teachers he sent the following letter:

DEAR MADAM:

It is the custom with many Sunday school teachers to remember their pupils each Christmas with some little gift.

If you are thinking of doing this I believe we can assist you very materially in the difficult task of selection.

With this in view we have added to the stock of holiday goods a lot of handsome little booklets, especially adapted for the purpose, in size, appearance and price. These little books are beautifully designed in colors, and are just the thing where wholesale giving is to be done. The prices are 5 cents, 10 cents and 25 cents each.

We have, in addition to these, a lot of short books on religious topics by eminent authors: F. D. Meyer, Phillips Brooks, Andrew Murray, Emerson, Gladstone and others. These little books are tastefully bound in white, with cover design printed in silver, and the price is 25 cents each.

We are offering especial values in Holman's Teachers' Bibles from \$1.00 to \$3.00.

We hope to have the pleasure of showing you these articles, as well as the general stock.

Very respectfully,

G. R. BRADLEY.

To a list of young men he sent the following:

DEAR SIR:

I beg to call your attention to the elegant line of Christmas candies that I am just opening up, and suggest that you call and make your selection while the assortment is complete, and I will lay your purchase aside for you, or, if you wish, will deliver it on Christmas day without charge.

It will not be possible for me to duplicate this shipment, so it will be well for you to make early selection.

It is not necessary to say much about the candies, as you are familiar with Lowney's and Nunnally's goods, and the beautiful packages admit of no description.

Yours very truly,

G. R. BRADLEY.

These letters were mimeographed on attractive note paper and no doubt received favorable attention. The plan and its execution reflect credit on Mr. Cates. Many can profitably employ the same method throughout the year.

### Expenditure and Result.

In response to inquiries I have several times stated that the general rule as to size of the advertising appropriation was to expend 2 to 2½ per cent. of the gross sales. This rule, like all others, has to be modified in special cases, but in a large sense it holds true that this expenditure is apt to be more economical than a smaller one. I recently received the following report, covering the advertising expenses and sales of a certain druggist for six years. Notice how closely the sales conform to the sum paid for advertising. This is more than a coincidence; this man's town has not grown since he began and competition has not decreased.

'95, Advertising,	\$110.	Sales,	\$7,449
'96,	" 140.	"	8,919
'97,	" 167.	"	9,046
'98,	" 209.	"	10,100
'99,	" 244.	"	12,182
'00,	" 350.	"	15,000

I am quite certain if this man had limited his advertising appropriation regularly to that of the first year his business would have been \$5,000 short of present figures. I am just as sure that if he does not now maintain an expenditure of \$350 or more per year his business will fall back, because it is abnormally large now considering his environment and the size of stock carried.

\* \* \*

### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to W. S. Branch, Parker, S. D.*

### CRITICISM AND COMMENT.

The publication of Mr. Parker's prize-winning ads. and the comment on them is reserved for the next issue.

### Forget Yourself.

Senator Beveridge, in a recent magazine article, expressed the following thought in reference to oratory. The same idea has often been presented by those who have studied the art of moving men by tongue or pen:

### The Speaker and His Speech.

Whenever a speaker fails to make his audience forget voice, gesture and even the speaker himself, whenever he fails to make the listeners conscious only of the living truth he utters, he has failed in his speech itself, which, then, has no other reason for having been delivered than a play or any other form of entertainment.

What is here said of oratory is equally true of advertisement writing. If you give any evidence of self-consciousness you immediately detract from the force of your appeal. Instead of listening to a living truth the reader becomes conscious of the attempt made to influence his judgment and resists it. Self-consciousness is a difficult fault to overcome, impossible for some of us, but the nearer we can keep our minds wholly upon our goods in writing ads the more successful our efforts will be.

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### Mostly Excellent.

#### EDITOR BUSINESS BUILDING:

Enclosed find several ad clippings on which we would be pleased to have your comment. We still appreciate the Advertising Ideas and wish you a prosperous New Year.

THE TWO BROWNIES.

Anamosa, Iowa.

All of the ads which talked plain business in the series submitted were good, plenty good enough to bring business.

The ad of which the following is a part is bad; bad because the writer cut loose from the inspiration that his goods would have afforded him, and lack of something to say has made his effort to say something too apparent. An ad of this character may entertain an idler, but it can have none of the force that carries conviction and brings results. And then, it covers entirely too much ground.

#### It's Our Affair

To sell a fair article at a fair price  
for a fair profit. To know a fair  
deal when you see it is—  
Your Affair.

#### Candydly

You won't find a finer, fresher,  
purer stock of Candy in town than  
ours. We sell "Gunter's" and  
"Allegretti's"  
in boxes.

#### Better be Sure Than be Sorry.

You're sure of right treatment if  
you trade with us. You may be  
sorry if you don't.

#### We Sell Babies'

Nursing bottles, nipples, syringes,  
and foods. Don't neglect the babies.

#### "2 Brownies"

Anamosa,

Ia.

### Forget that He Exists.

"Saline," Iowa, wants to know what sort of a club to use on a measly competitor who tags him in his advertising and makes sneering allusions to said "Saline."

The thing to do is to do nothing with great diligence. What's the use of kicking at a void? People see through that sort of thing and their sympathies are always with the abused party provided he does not reduce himself to the level of the other fellow by attempting reply. The probabilities are that "Saline" is in great luck in having a competitor of this stamp.

If anything is done increase your advertising. Use big space and, totally ignoring the ignoramus, talk business and business only. You will build your business by

so doing and your fool competitor will help to give it a boost.

## NATIONAL ASSOCIATION NEWS.

### Progress of the N. A. R. D.

CHICAGO, Jan. 5, 1901.

The condition of the drug trade of Montana is described by Secretary Sid. J. Coffee of the State Association as being in fine shape. "Our State Board is active, there are few violations, and our State Association is in better shape than ever before. We have only one cutter in the State, and local associations are being formed in every town."

The members of many of our local associations are coming to place a high estimate on sociability as a means of improving business conditions and keeping these conditions satisfactory. Many druggists are finding out to their gratification that it puts money into their pockets to be on friendly terms with their neighbors in the trade, to say nothing of the increased satisfaction of doing business.

The National Executive Committee will meet in Chicago January 11 and 12. The afternoon of the 11th the committee will meet the members of the Chicago Retail Druggists' Association, and in the evening Mr. H. L. Kramer will present his check to the committee for the amount due the association under the terms agreed upon at the Detroit Convention.

Since last report Donald Kennedy, Roxbury, Mass., has adopted as his distributing agents the list of jobbers who are now acting as distributors for the seventy proprietors who are giving adherence to the tripartite agreement.

The Norfolk, Va., Association has taken on new life and is putting forth vigorous efforts to serve the welfare of its members. A. S. Martin, Jr., is the new secretary.

Letters received by the Committee on Legislation from all parts of the country indicate much activity on the part of druggists in the matter of influencing members of the Senate to vote for the Tax Reduction Bill, which passed the House of Representatives December 15. The vigorous work being done by the Legislative Committee will assist materially in securing the repeal of the tax on medicinal preparations, which is now regarded as a certainty.

The Proceedings of the Second Annual Convention of the N. A. R. D., held in Detroit in September last, may be procured of Secretary Thos. V. Wooten, 153 La Salle street, Chicago. Societies and individuals will be supplied with any number of copies desired free of expense.

The work of forming county associations is progressing well in Wisconsin under the direction of Secretary Helmstreet, of the Board of Pharmacy.

The Erie County, N. Y. (Buffalo) Association has now a financial secretary who devotes his entire time to the work of the organization, which is growing rapidly. Dr. Willis G. Gregory, whom all delegates to the Detroit Convention will remember, is one of the leading spirits in this well officered society.

One of the officers of the N. A. R. D. writes thus to a correspondent, who deplors that no druggist in his city is making more than a scanty living: "There seems to be only one obstacle to the restoration of prices on proprietaries in your city—the apathy of the drug trade there in the matter of serving its own best interests. The National Association stands ready to help your druggists, but the initiative must be taken by themselves." Druggists who sit down and wait for the N. A. R. D. or some other force to do for them what they can do, but will not do for themselves, are likely to be disappointed in the National Association because it is not a charitable institution. If they mean business and will go to work in earnest, the influence of our association will enable them to overcome the obstacles which now seem insurmountable."

Since last report the following local societies have been added to the membership roll of the National Association: Atlanta, Ga., Druggists; Charleston, S. C., Association of Retail Druggists; Wayne County, Ind. (Richmond), Druggists; Berkshire County, Mass. (Pittsfield), Druggists; Essex County, N. J. (Newark), Retail Druggists; Binghamton, N. Y. Retail Druggists; Retail Druggists of the Bethlehem, Pa.; Dutchess County, N. Y. (Poughkeepsie), Druggists; Pittston, Pa., Retail Druggists; Lynn, Mass., Druggists; Tarrant County, Texas (Fort Worth), Druggists; Burlington, Vt., Retail Druggists; Rutland, Vt., Druggists; Ann Arbor, Mich., Retail Druggists; Ohio Valley Druggists.

In many cases these organizations represent the entire drug trade of the respective towns and counties; in others all but very small proportion. From present indications many new societies will be added in January. Although systematic work by organizers has not yet been started, in many parts of the country the work of organization is progressing well.

## THE MASSACHUSETTS BOARD.

### Practical Work Introduced in the Examinations.

The Massachusetts Board of Registration in Pharmacy held an examination last week and for the first time in the board's history practical work was made a part of the test. This progressive step will be gratifying news to all interested in pharmacy in this State. President Nixon has taken most of the labor for the inauguration of this movement upon himself and has arranged the plan so that it may be carried out successfully and practically. The plan in detail is as follows:

1st. Examination paper to consist of 10 sections. All technical questions to be on the paper. Perfect mark to be 100.

2d. Dispensing to consist of putting up three prescriptions. The method of procedure, the appearance of the finished product, neatness and time required to count in marking. Perfect mark to be 50.

3d. Oral examination to consist of prescription reading, questions relative to the proper methods of dispensing, to U. S. P. processes for making preparations, and purely practical questions relative to the above. Perfect mark to be 100.

4th. Identification examination, to consist of ten solids and ten liquids. Perfect mark to be 50.

Total perfect mark to be 300.

Total passing mark to be 200.

One member is to conduct the dispensing examination, the other members to conduct the oral. The time assigned for the oral examination is 20 minutes for each man examined.

Examination papers are to be read and approved by the board before printing.

At the above mentioned examination nineteen candidates were examined, and the following were granted certificates: Ernest L. Hunt, Abington; Addison D. Munroe, Whitinsville; Lee H. Porter, Randolph; Ralph H. Thompson, Boston; John J. Maher, Lowell. Mr. Thompson was graduated from the M. C. P., in the class of '99, and Mr. Porter is a member of the present senior class. The next examination will probably be held the latter part of January.

## PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

### Annual Meeting.

The second annual meeting of the Philadelphia Association of Retail Druggists was held on the afternoon of January 4, a large number of members being present.

President McIntyre read his report for the year, in which he thanked the members for their support during the past year and spoke encouragingly of the benefits of organization.

#### The Work of the Past Year.

The report of the recording secretary noted the increase in membership for the past year, 131, a net gain of 104 having been made, and also gave a summarized account of the work done by the P. A. R. D. in 1900, reported under each month. Special attention was given to the successful aid extended to local organizations in the vicinity and to the good work done in bringing local druggists together. The averting of proposed competition from the department stores, the mercantile tax law decision and the success in reaching an agreement with the State Board in local suits were also mentioned. This report was accepted and ordered printed for distribution among the members.

The financial secretary in his report gave a most encouraging statement of the resources of the association. The receipts for the year were \$1,433.21, expenses of all kinds \$1,146.71, leaving a balance on hand of \$286.50. The treasurer made a similar report.

The report of the Executive Committee, rendered by Chairman J. C. Perry, mentioned a few of the matters in which the committee had been successful in attaining its objects, such as correction of abuses of prices, preliminary price-lists and the canvass in which the assent of over 75 per cent. of the druggists was secured to its provisions, and to the work done by the

ward chairmen. Particular stress was laid on the necessity for active work on the part of members, especially of the ward chairmen, and the committee closed by thanking the members of the association for their hearty support during the year in every question. The report was then accepted and ordered printed for distribution to members. The monthly report of the Executive Committee followed; ten new members were reported on favorably, bills amounting to \$30.42 were audited and various recommendations were made. These recommendations—that the salary of the recording secretary be fixed for the year at \$5 per month, that \$100 be allowed the Committee on New Pharmacy Law for necessary expenses and that \$100 be set aside for necessary expenses of Entertainment Committee—were voted on favorably.

#### A New Pharmacy Law for the State.

A report was then received from W. L. Cliffe, chairman of the Committee on a New State Pharmacy Law. The most important features of the bill as submitted are licensing of all stores in which medicines of any kind are sold at retail, registration in two grades, the requirements being graduation from a reputable college of pharmacy, examination by the State Board and the allotted term of years of store experience, this registration to be made at once and then be continuous; registration of apprentices at a nominal fee; display of certificate of registration; classification of poisons by the State Board into two classes, one of poisons fatal in quantities of six grains or less, the other for those less deadly, and a requirement of registration of sale of class 1 in a properly kept book of registry, and other minor provisions. Under this new law all money from examination fees and fines will go into the State Treasury, and the salaries and expenses of the board are to be fixed and payable from the State Treasury.

A general discussion followed, in which Mr. Redsecker gave a practical and very entertaining account of the difficulties of securing proper pharmaceutical legislation. He and others spoke in terms of praise of the features of the law proposed by Mr. Cliffe and promised aid to help its passage through the State Legislature.

#### A Gold Watch Presented to Mr. Perry.

Then occurred the most pleasant feature of the afternoon. Mr. Poley, on behalf of the members of the association, presented Chairman Perry with a handsomely engraved gold watch as a token of the esteem in which Mr. Perry was held by his fellow members, and to show their appreciation of his unselfish devotion and attention to the welfare of the P. A. R. D. Mr. Perry was quite taken by surprise and for a few moments could not reply. At last he managed to express his thanks for this splendid gift, and for the kindness and good will that prompted it, assuring his associates that his work had been a labor of love and that he was well repaid for it by the position the P. A. R. D. had taken in the front rank of retail druggists' associations. A general recess for a few minutes followed, in which many members congratulated Mr. Perry both on his work and the association's gift.

The chairman then announced that the election of officers was now in order, and the following officers were elected: President, W. A. Rumsey; first vice-president, W. H. Poley; second vice-president, H. C. Blair, Jr.; third vice-president, Mahlon Kratz; financial secretary, C. H. Campbell; recording secretary, F. T. Gordon; treasurer, Dr. E. R. Smiley; Executive Committee, Charles Leedom, J. Eppstein, J. G. Howard, J. C. Perry, Theo. Campbell, E. J. Finnerty, Jr.

Mr. Leedom then offered a resolution to indorse the plan to prevent price cutting known as the Worcester Plan (Phenyl-Caffein) and to request the N. A. R. D. Executive Committee to take it up as a most practical method to stop price cutting. Copies of the resolution were ordered sent to the national secretary N. A. R. D. and to Dr. Perry Garst in recognition of his efforts along this line. The meeting then adjourned.

#### The War Revenue Reduction.

Much uneasiness has been felt in the trade over the delay of the Senate Committee on Finance in considering the bill for the amendment of the war revenue law, and the latest rumors from Washington are not calculated to quell that uneasiness, for they are to the effect that the entire matter may again be put off until next session. At the first meeting of the committee, held on January 8, there was a general discussion of the provision, together with a comparison of opinions as to possible revenues and expenditures of the Government for the next year.

The Treasury estimates were considered at length and some of the members of the committee submitted views of their own on the subject. No effort was made to formulate amendments, none was suggested, and no date was set for another hearing.



## DRUG STORE CONSOLIDATION IN CHICAGO.

## Rumored Work of a Mysterious Syndicate.

Chicago, January 8.—According to a number of druggists who are usually well informed the store of W. A. Dyche, at State and Randolph streets, has been sold to the "syndicate." The greatest secrecy has surrounded the deal and Mr. Dyche thus far has refused to commit himself as to whether he has sold out. It is expected that incorporation papers will be filed within a short time, when it is believed the names of the men who are already connected with a number of big stores will be found to have secured Mr. Dyche's place.

So many of the more important down town stores have changed hands in a similar manner that the workings of the mysterious "syndicate," which is rumored to be at the bottom of the matter, have attracted general attention. The stores have not been secured in a haphazard manner, as has been the case with pharmacies in the outlying districts, but have been selected systematically, so that the backers of the powerful clique are believed to have a definite object in view, which will be made evident when all the stores have either been acquired or frozen out. It has been noticed that some of the stores have been passed by; a few of these are so weak that it is thought they will be finally forced to the wall, while others are in positions where the "syndicate" does not fear them.

According to the popular rumor the condition of affairs is as follows: The first store over which the syndicate gained control was the Auditorium pharmacy, whose first owners are believed to have been given assistance in starting.

Next the Fossett store, at 157 State street, was secured, and the stock was moved to Madison and LaSalle streets, in the Tacoma Building, where the Goetz pharmacy was formerly located.

The Buck & Rayner store, at State and Madison streets, the best location for any retail store in Chicago, was then acquired.

The syndicate then branched out south and secured the Lexington Pharmacy, at Michigan avenue and Twenty-second street, in the Lexington Hotel.

Then the clique got control of the Twentieth Century store, in the Stewart Building, State street, near Washington.

Next another south side store, that of E. Von Herman, at Thirty-first street and Indiana avenue, was purchased.

Following this the store of the Colbert Chemical Company, at Dearborn and Monroe streets, was acquired.

Another acquisition was the People's store, at Monroe and Clark streets.

Finally the Dyche store, one of the most successful of any in the city.

It is reported that efforts were made by the same combination to buy the store of George R. Baker, in the Ashland Block, but that Mr. Baker refused to be bought out.

It is usually the practice to incorporate the stores and to use the name of the former proprietor, often making the owner manager or head clerk. The purchasers always work in secret and try in every way to prevent the public from learning of the deals, and vigorous denials are made whenever information leaks out. It is reported that at least one big jobbing house is back of the syndicate that is now buying so many stores, but it would not surprise many if two others should soon begin to make purchases.

The whole thing is seemingly a movement by which the trade will eventually fall into the hands of jobbers who are seeking an outlet for their goods. The jobbers, it is said, now control a majority of the stores, either by direct ownership or through mortgages. Before long, it is asserted, two-thirds of the stores will be controlled in this manner. The remaining one-third, according to some rather gloomy prophets, may hold out for a time, but will eventually be absorbed, thus weeding

out all the independents. The business can then be done cheaper, as the men who owned the stores can be employed at a nominal salary as managers. According to the law as it now stands after the Supreme Court decision, a registered man is not required for everything, and the pharmacies, it is argued, can be put on the same basis as department stores. The result is everything will be in the hands of the wholesalers, according to this method of reasoning (and the position of the N. A. R. D. in Chicago may be assailed). One object of the consolidation is believed to be the desire to buy goods cheaper by the club plan. Such a large number of stores could, of course, buy in large quantities and thus add to profits. One of the leading men of the syndicate is now in Europe, and it is believed he has gone there for the purpose of making purchases on a large scale in France and Germany. A curious feature of the Dyche sale is the fact that, if the rumor is true, the president of the State Board of Pharmacy will not be a druggist. Governor Tanner has reappointed Mr. Dyche to the State Board, his term expiring December 30, 1905.

In this connection the following review of the year's business, printed in a daily paper and written by G. E. Rutson, of Buck & Rayner, is interesting:

"The retail business for the last year showed an increase over the preceding year in the volume of business. If the net profits have increased accordingly is a question, for we have had to meet lower prices than before and rents have not been reduced. Besides that, most of the stores, especially the larger ones, have had to advertise to increase business, and in many ways expend money, which increased expenses over what they had been.

"The druggist has had the same things to contend with the last year that he had before.

"The department stores seem to be most deadly, with no remedy in sight. Of course the weather has a great deal to do with the retail drug store. Good weather helps the down town section and reduces business for those in the outlying districts, allowing the public to go down town and in doing so pass up their neighboring druggist, and bad weather vice versa.

"The general good health of the people in the last year has also reduced the prescription trade, for with the exception of December last the health report has been very good, and the druggist suffered instead of the patient. On the other hand, through the medium of advertising and general prosperity, patent medicines have sold faster than ever, also the side lines of the drug business, cigars, soda and sundries, have shown an increase.

"The low month of the year was November, and no doubt was the most stringent the retail trade has seen for years. Business dropped in all sections of the city 25 to 30 per cent., but with that exception I think general trade has found a good increase in the volume of business over the preceding year. But that is not claiming that the retail druggists have all made money, although the general public think so, and some never forget to tell him what a robber he is and what a gold mine he has in his possession. In most all lines of business, except the retail drug business, we meet with advance in prices, but in ours the opposite. Reviewing the situation, I can see nothing in the near future for the druggist to stimulate and make him happy other than hard work, long hours and small profits."

## The Free Alcohol Bill.

The free alcohol claims bill, which has rested on the docket of the House Committee on Ways and Means, in Congress, is to be presented shortly in the Finance Committee as an amendment to the war revenue reduction bill, now before that committee, and which will probably be reported to the Senate before February 1.

A memorial has also been addressed to the Ways and Means Committee requesting prompt enactment of legislation having for its object the amendment of the Dingley Act so as to provide for the allowance of a drawback of the internal revenue tax paid on alcohol used in the manufacture of articles exported from the United States. The memorial, prepared by Allen, Comstock & Co., has been signed by H. R. Wampole & Co., Philadelphia; C. I. Hood & Co. and the J. C. Ayer Co., Lowell, Mass.; the Wells & Richardson Co., Burlington, Vt.; the Joseph Burnett Co., Boston; Lazell, Dailey & Co., Radway & Co., New York City; Johnson & Co., Norwich, Conn., and others.

## GREATER NEW YORK.

New Year's week was a surprisingly busy one with the wholesale trade.

Wm. E. Johnson, a New Rochelle druggist, who had been ill and despondent for some time, committed suicide on January 3.

Anthony J. Kesseler, class of '91, N. Y. C. P., has returned to the city, after a two months' stay in Europe. While abroad he visited Paris, Cologne, Brussels and London.

The last day of the old year was celebrated by the 300 members of the Drug Trade Club and their guests by an informal reception and a sumptuous repast at the club rooms.

President William C. Anderson, of the National Association of Retail Druggists, left for Chicago to be present at the meeting of the Executive Committee of the association held on last Friday.

Dr. Frederick H. Humphreys, president of the Humphreys Medicine Co., sailed on Saturday, January 5 for a four months' trip abroad, on the *Fuerst Bismarck*. He will take a trip up the Nile and will be absent several months, returning in April.

Druggists in Brooklyn Borough are indignant over the announced intention of two doctors there to start a drug store and to give medical advice at a merely nominal figure, provided the patient has his prescriptions filled at their establishment.

C. A. Wingert, treasurer of J. N. Hegeman & Co., resigned his position on January 1 in order to go into the real estate business. He has been succeeded in the position of trust by I. A. Gros, who was formerly in charge of the company's pharmacy at No. 21 Park Row.

The thirty-sixth monthly dinner of the Sphinx Club, which is an association composed of advertising men, advertisers and publishers, took place at the Waldorf on Monday, January 9, when Dr. V. Motz Pierce, of Buffalo, made an interesting address on the subject "The Publishers' Duty to the Advertiser."

Among the recent visitors to the trade were: J. C. Crocker, of Green Cove Springs, Fla.; E. F. Mallory, Chicago; George W. Andrews, Wellesley, Mass.; H. W. Cady, of H. W. Cady & Co., Plattsburg, N. Y.; Dr. John H. Bird, of Chicago, who was formerly of the local branch of Parke, Davis & Co., and W. A. Schmitz, Mexico City, Mex.

The Hardman Rubber Company, of Belleville, N. J., has purchased the property and good will of the Riverside Rubber Company. The change is practically in name only. The same management and methods that have individualized the Riverside product will be continued, and with increased facilities will have wider scope for improvement.

E. R. Squibb & Sons, 36 Doughty street, Brooklyn, have issued their semi-annual price-list of standard pharmaceutical preparations and pharmacopœial reagents. Alternate pages of the price-list are given up to useful explanatory notes, tables of equivalents and formulas. Copies of the list can be obtained on request of E. R. Squibb & Sons, addressed as above.

The monthly meeting of the New York Section of the American Chemical Society was held in the Assembly Room of the Chemists' Club, at 108 West Fifty-fifth street, Friday evening, January 11. The programme was: T. O'Connor Sloane, "Notes on Spheroidal State Evaporation," with experiments; T. C. Stearns, "The Chemistry of Materials Used in Perfumery and Kindred Arts."

Conrad Ammon, a young clerk in the employ of Elmer & Amend, was held in \$1,000 bail in the Yorkville Police Court recently on the charge of theft. He admitted that his peculations had extended over a long period, and it was through his efforts to induce a drug firm in Albany to purchase drugs and chemicals from him at about half their market value that the young man was caught.

At the meeting of the Kings County Pharmaceutical Society, on January 8, the Greenpoint Retail Druggists' Association, consisting of twenty-six pharmacists, made application to join in a body. The permission was granted and the coalition took place, no initiation fees being demanded. The membership of the Kings County Society is now considerably over 300 and is probably the largest local association in the country.

The Star Theatre Building, at Broadway and Thirteenth street, is to be taken down soon to make room for a modern building. This necessitates the removal of the old established pharmacy of Hermon W. Atwood, now conducted under the management of Thomas J. Macmahon. Premises have been

secured a few doors further up the street, so that the business will go on without interruption and practically at the same stand.

Charles Siller, who represents Max Zeller in the upper part of the State, paid a visit to headquarters in the last week of the century. Mr. Siller, who makes his home in Rochester, has just completed his thirtieth year with Max Zeller, and he was the recipient of many congratulatory greetings on the occasion of his appearance at the New York office. He has been with the firm since he was fifteen years of age, and is proud of his record.

At the regular meeting of the New York College of Pharmacy, 115 West Sixty-eighth street, to be held on Tuesday evening, January 15, the subject of "The Cinchona Barks of the New York Market" will be presented by J. H. Stallman, and discussed by Albert Plaut and others. Mr. Stallman will illustrate his remarks by an elaborate series of specimens, and the college collections of barks and herbarium specimens will be exhibited by Professor Busby, the entire series of specimens constituting probably the most extensive Cinchona collection ever brought together in this country.

The inquest into the deaths of the seven persons who lost their lives in the fire and explosion in Tarrant & Co.'s on October 29 was begun before Coroner Bausch and a jury on January 9. The report of Fire Marshal Seery on the disaster gave the cause as the burning of tar, which ignited the chlorate of potash stored in the building. The fire marshal recommended that the testimony taken be transmitted to the District Attorney to enable him to co-operate in determining any possible criminal neglect. Although no record of the enumerated articles stored in the building was found, the report states that the fourth floor contained about 35 tons of chlorate of potash, 100 barrels of rolled sulphur, 42 barrels of sulphur, 44 barrels of flour of sulphur, 55 kegs of chlorate of potash, 165 kegs of nitrate of strontia and 60 kegs of nitrate of parium, with acids of every description. Prof. C. F. Chandler, of Columbia University, appends a statement that nothing else in the building but chlorate of potassium was capable of producing such explosions. The matter of fixing the responsibility for the disaster has been placed in the hands of Deputy Assistant District Attorney Walsh.

During the course of the inquest testimony was given by Max Breitenbach, of Breitenbach & Co.; George Limberg, receiving clerk of the firm; Emil Franke, bookkeeper, and Thomas F. Main, president of Tarrant & Co., and Wm. C. Allen, its treasurer.

Mr. Main testified that no medicines prepared by Tarrant & Co. contained explosive substances, and that there was no nitro-glycerin in the building. The fourth floor and parts of the third and sixth floors, he said, were used for storage by various drug firms. He could not tell how much collodion was in storage. Saltpetre was purchased by the firm in 100-pound kegs, muriatic acid and sulphuric acid one carboy at a time and ether in from two to five pound lots. The firm has been held for the Grand Jury.

### ACUTE BUSINESS RIVALRY.

Competition is known to be lively in the drug trade of this city, but it is safe to say that it never before was so prominent as to-day, when two rival pharmacists occupy adjoining stores and make strong bids for the trade of the passerby. This condition of affairs, not unknown to Division street, where rival milliners occupy whole blocks, or other sections of the East Side, has heretofore been totally foreign to the drug trade on Broadway.

It was in November, 1899, that Walter S. Rockey purchased the Washburn Pharmacy in Forty-second street, near Broadway. At that time the corner store was occupied by a hatter, who moved away last fall. A few weeks ago William Wilson leased the corner store and opened it as a pharmacy. Both Mr. Wilson and Mr. Rockey are well known to the trade. Both have numerous branch establishments, and both are credited with being prosperous and enterprising.

As far as position goes in the present rivalry Mr. Wilson seems to have the advantage. His store being the corner one, has a large frontage both on Broadway and the side street, and no expense has been spared to fit it up in most elaborate style, a handsome soda water fountain being one of the attractive features. Mr. Rockey's establishment is also a modern, up to date store, with showy fixtures.

Up to the present time the only evidence that either side has given to the public of their knowledge of the close proximity of the other is a show card on Mr. Rockey's door, which reads: "We Are Here to Stay."

In speaking of the sign, one of Mr. Rockey's representatives said:

"That means just what it says. We have no fears of results. We are here to stay. We are not to be driven out."

The retort courteous was made by one of Mr. Wilson's assistants:

"They may be there to stay all right," he said, "but we're here to do the business."

And now the trade will stand off and watch the battle royal. Both druggists have long leases and, strange to say, the one landlord, whose "wisdom" in thus helping, perhaps, to drive out one of his own tenants may be questioned in some quarters. Mr. Rockey's representative is a Mr. Van Tassel, while Mr. Wilson's is G. Voorhees, who formerly had charge of the Wilson store at No. 373 Broadway.

### The Drug Club Prospering.

The Drug Trade Club had the largest attendance it has probably ever known on December 31, the last day of the old century. Not only were all the tables in the dining room occupied, but tables in the smoking room had to be used for the serving of meals, while the bar room accommodations proving inadequate, the hall was used for that purpose, and barrels had to be improvised as umbrella racks. The rooms were handsomely decorated with flags, bunting and plants, and never looked prettier. Through the enterprise of the president, Jesse L. Hopkins, a number of gentlemen have sent to the club valuable oil paintings, and they form a permanent decoration that add materially to the beauty and luxurious appearance of the rooms.

### NEW BOARD ORGANIZES.

R. K. Smither President of the Central Board; Sidney Faber Made General Secretary.

Under the law which presumably went into effect on January 1 the new All-State Board of Pharmacy was organized at Albany on January 7, and all other boards then went out of existence. The result of the election for officers was as foreshadowed in the AMERICAN DRUGGIST for November 28, Robert Knight Smither, of Buffalo, being chosen president and Sidney Faber, of New York, general secretary. Other officers elected were: First vice-president, Byron M. Hyde, Rochester; second vice-president, Albert H. Brundage, Brooklyn; chairman (Eastern Branch), Clarence O. Bigelow, New York; secretary, Sidney Faber, New York; chairman (Middle Branch), Charles B. Sears, Auburn; secretary, Warren L. Bradt, Albany; chairman (Western Branch), Alfred M. Palmer, Olean; secretary, George Reiman, Buffalo.

It was decided to hold examinations for licenses in the New York (Eastern Section) district, as follows:

Brooklyn, Jan. 16; New York, Feb. 20; Brooklyn, March 20; New York, April 17; Brooklyn, May 15; New York, June 19; Brooklyn, Sept. 18; New York, Oct. 16; Brooklyn, Nov. 20; New York, Dec. 18.

The examinations will be conducted at the College of Pharmacy Building in the two boroughs.

The board had already opened its Eastern Branch office for the transaction of business in the College of Pharmacy Building, in Manhattan Borough, New York, and hardly a day had passed without a score or more of inquiries being received to learn the exact mode of procedure as regarded registration and the registering of stores.

In order that the trade might fully comprehend just what they are required to do in order to comply with the new pharmacy law a representative of the AMERICAN DRUGGIST had a long and interesting interview with Dr. George C. Diekman, of the board.

"We shall be ready to register pharmacists and to register New York stores within a few days or by January 15 at the latest," he said. "It has been impossible for us to get the necessary blanks out and to perfect our arrangements before this time. You must understand that we could not get out the blanks before the board was organized. In other words, although the law supposedly went into effect on January 1, we could do nothing legally before the formal organization, which took place on the 7th. All our meetings before that date were of an informal nature."

#### REREGISTRATION NOT COMPULSORY.

"What will druggists have to do as regards re-registration?" Dr. Diekman was asked.

"They must present themselves at the office of the board at the College of Pharmacy, bringing their old certificates of registration and qualifications, which will be exchanged for an all State license on payment of \$1. To this sum will be added a fee of 50 cents for the engrossing of the name on the certificate and the sending of that document by registered mail. Of course, you understand that the 50 cents merely covers the

cost and it is entirely within the option of the druggist's means whether he wishes to go to that expense or not. In fact, re-registration is, according to the new law, entirely voluntary. It is not obligatory as is the store registration; for the law reads that the druggist may register if he chooses. The certificate that the pharmacist brings here will be returned with the word 'Superseded' stamped on it so that it may not be used again. With a great many druggists it may be a matter of sentiment to save the old certificates, as it may be the first one they have received, and the perforations will show the inspector that it is not valid and that it has been superseded in case it has been hung up. Widows will have the same rights regarding certificates as under the old law."

#### STORES MUST BE REGISTERED ANNUALLY.

"Now, as regards the registering of stores. Each owner of a drug store must come here within a week after the 15th and register his store. That is obligatory and the cost is \$2.00. The statements that the druggist makes when he applies for this registration must be sworn to and all the necessary blanks will be here. We shall have three men in constant attendance, registering the names, taking names and giving receipts therefor. These receipts will practically stand for certificates, for the latter will not be ready for distribution for fully a month."

"Will druggists require a new registration if they remove from the store in which they are at the time they have been registered?"

"Most assuredly," said Dr. Diekman. "That is the only way in which they can keep a record of the stores. If a druggist were to be registered here on January 20 from a certain address and remove from there within a month he would certainly have to register again."

When asked as to the limit of time for re-registering, Dr. Diekman stated that although the law stipulated that it should all be done during the month of January, this would probably be found impracticable. The board would make no time limitation whatever, but take all the time absolutely needed without being wasteful of it.

None of the members of the All State Board would consent to talk on the report said to be current that the new law was objected to by a number of druggists for various reasons. It was said, however, that of the druggists to the number of the several hundred who had already called at the rooms of the board or had written to that body for information, the majority had expressed themselves as in perfect accord with the new law and ready and willing to fulfil all its obligations.

### NEW YORK DRUGGISTS FAVOR THE N. A. R. D. PLAN.

#### Canvassers Complete Their Work.

The work of the eight canvassers employed by the various retail pharmaceutical associations of Greater New York to ascertain the sentiment of the retail trade of the city regarding the N. A. R. D. plan practically completed their work on January 5, at which time they made their report to the Executive Committee at the College of Pharmacy.

Although there were some few members of the trade who either had not been seen or who were declared doubtful, the reports handed in were in the main favorable and prove that over 97 per cent. of New York's retail druggists would work in harmony to maintain uniform rates for medicinal proprietary articles as appear in the schedule so frequently printed. A rough estimate of the number of drug stores visited by the canvassers places them at 1,500. Of this number the proprietors of 1,302 establishments were seen. Out of the 1,302, 1,221 agreed to abide by the prices, 47 were put down as doubtful, which in a great number of cases means that they are still open to argument, and only 34 came out boldly against the scheme.

Since the meeting at which these reports were handed in, those druggists who had not been seen and the majority of those declared doubtful have been visited and a large proportion have come into the fold, a final report of a most encouraging nature having been made on Friday last, January 11.

It is hardly probable that the sentiment of the big department stores in regard to their co-operation with the drug trade in upholding the prices of proprietary articles will be known until some time after this issue of the AMERICAN DRUGGIST has reached its readers. In response to communications from the Executive Committee the Dry Goods Association held several well attended meetings, but before they decided upon the action they would eventually take, Prof. William C. Anderson, president of the N. A. R. D., had left this city for Chicago to attend a meeting of the Executive Committee of the association. Upon his return they will inform him regard-



ing their intentions, and from present appearances it is more than likely that the plan will be in active working order before another month has passed away, a late report being to the effect that even the large aggressive cutters, realizing the strength of the movement and the fact that the majority of the trade are in favor of it, will join the movement.

As may be imagined, the members of the Executive Committee and Prof. W. C. Anderson, president of the N. A. R. D., are most enthusiastic over the success which has crowned their efforts to bring out the actual sentiment of the retail trade regarding the price-cutting question and gratified that that sentiment is opposed to price-cutting. "I do not see," said President Anderson, "how we could possibly have done much better. Instead of only 75 per cent., you can see by the figures that almost the entire 100 per cent. of the trade is against selling proprietary medicines at rates which never have and never will permit of a living profit. It means a new and promising era for the success of the profession, and the elimination of price-cutting is a blessing that it is not necessary for me to dilate upon at length. I look now for the perfect and complete success of the movement.

The following is the price schedule which has received the approval of the percentage of the trade noted above:

All 5c, 10c and 15c articles.....	Full price
All 25c articles not less than .....	\$0.20
All 35c articles not less than .....	25
All 50c articles not less than .....	45
All 60c articles not less than .....	55
All 75c articles not less than .....	65
All \$1.00 articles not less than .....	85
All \$1.25 articles not less than .....	1.10
All \$1.50 articles not less than .....	1.25
All \$2.00 articles not less than .....	1.75

(Infant foods and beef extracts are not included in this list.)

### Essential Oil Classification.

Some interesting decisions regarding correct classification of merchandise were made at the recent conference of appraisers in this city, as is shown in the detailed report of that body just issued. In response to a communication from a Western port regarding ichthyol ammonium the following is the concluding paragraph of the reply:

"This article is the ichthyol of commerce, and is the specific substance so named and described in the United States Dispensatory. It is bought and sold as ichthyol, and, in the opinion of this office, can in no way be returned for duty as a chemical compound, when specifically named as free of duty."

Another ruling relating to oil of mace was of interest. Two samples accompanied the inquiry, one appearing to have been derived from mace, the other from nutmegs. If actually oil of mace the goods were entitled to free entry, but if derived from any other source would be dutiable at 25 per cent. ad valorem as an essential oil, according to the practice at the port submitting the inquiry.

The following is the memorandum of the New York port, which stands as a ruling: "Commercially it is known that the bulk of the oil, whether called mace or nutmeg, is really the same thing. . . . The express oil or fatty butter is commercially known as oil of mace expressed, and would seem to be the only body designed to fill the tariff provision for 'oil of mace, free,' under paragraph 626. The practice of this port has been to pass all essential oils of mace or nutmeg, so-called, as essential oil, n. s. p. f., at 25 per cent., leaving the importer to his remedy by protest and appeal. The 'Oleum Expressum Nucistae' of the United States Dispensatory, or mace butter, as it is commercially called, has been passed invariably as 'oils of mace' at this port, free under the provisions of paragraph 626. We have not of late years had any affidavit presented, or documentary evidence furnished, to prove that any so-called essential oil of mace was really derived from mace, and not from nutmegs, so the presumption is fair that the dealers were well aware that the article was really derived from nutmegs, seconds, and refuse."

### New Incorporations.

Duane Company, of Beaver Falls, Pa., to manufacture all kinds of drugs and chemicals; capital, \$100,000.

The Fry-Hodge Drug Co., of Marshall, Texas; capital, \$10,000. Incorporators, Wm. R. Hodge, E. J. Fry, Jr., and E. S. Fry.

Ungerer & Co., of New York City. To deal in essential oils. Capital, \$20,000. Directors, William P. Ungerer, William G. Ungerer and F. H. Ungerer, of New York.

B. H. Bacon Company, of Rochester, to deal in drugs and medicines; capital, \$50,000. Directors, W. E. Humelbaugh, Amelia Bacon and Jessie Thweatt, Rochester.

## WESTERN NEW YORK.

### Grip Epidemic in Buffalo.

Buffalo, January 11.—On the night of January 8 fire nearly destroyed the Howard Block on Washington street, Buffalo, water coming in as usual to make the worst of the situation. The firm of Howard Bros. are the time-honored manufacturers of Pettit's eye salve, but being located on the ground floor they will lose only from water, which is serious, but hard to estimate. On an upper floor was located the Maltbie Chemical Company, which will lose, according to present estimate, about \$5,000 from water and smoke. The fire took in the adjoining block, so that the building is not very badly injured.

### Cases of Pseudo-Grip.

It is the grip season in Buffalo and the drug stores are reaping a harvest of small sales, the list of supposed remedies being a wide one. So far as the disease has developed yet it is not as lasting as usual and seems to be a sort of imitation of the genuine article, making a sudden attack and then going almost as suddenly. It appears that the doctors know as little how to cope with this phase of the disease as they did of the more serious one, but it happens that there is nothing very dangerous about it as a rule this time. There are other improvements in the sales of the city druggist, so that he is doing quite well now.

### Getting the N. A. R. D. Plan in Operation.

The Erie County plan for preventing the cutting of prices of articles sold by druggists is now very near trial. Thomas L. Palmer, the financial secretary of the reorganized county association, has now visited the city retailers and obtained the signatures of about 75 per cent. of them to the plan, which will consist largely in the adoption of a price-list and watching the members of the trade from infringements. It is stated that there are scarcely any flat refusals, those who fail to sign making some excuse which will enable them to join later on if it seems the thing to do. It is expected that the price-list will be issued in a few days. Meanwhile all effort will be continued to induce hesitating members of the trade to join the movement. It is believed that practically all will join in good time.

### To Exhibit at the Pan-American.

The Empire State Drug Company, of Buffalo, at a meeting held on the 8th, took steps toward the preparation of an exhibit to be made at the Pan-American Exposition. A still more important step is the agreement to open a room in the business part of the city during the fair for the headquarters of all outside druggists visiting it. The room will be convenient to the railway stations and will be furnished as a resting place and center for meeting of any who care to make the fair an opportunity for reunion. There will be a stenographer in attendance and other aids to the comfort of the visitor as the occasion may seem to suggest. It is to be hoped that this good example will be followed by other local branches of business.

There is a decided mix-up in the affairs of what is perhaps best known as the Haberstro drug store on William street, Buffalo. Its later owner, Fred Austin, not long ago sold it to Oscar Rydstrom, then somehow the prescription book was found in possession of John Tilma, who advertised that all the prescriptions of the old store would be looked after by him. Rydstrom took offense at this, claiming that the book belonged to him, and threw up the store. The latest chapter in the history of the store is a seizure of the fixtures by Mrs. Haberstrom on a chattel mortgage.

James B. Mason, druggist, at Niagara and Maryland streets, Buffalo, is reported down with a broken leg, the result of a fall on an icy sidewalk.

### Future of the New State Board.

There is a large amount of figuring already on the future of the new State Board of Pharmacy. The members of the western section fared very peculiarly in drawing for term, all the older and experienced members getting short terms. As Dr. Gregory drew one year, it appears to be conceded that he will be re-elected, and as it seems now there will hardly be any opposition to it. It is said, however, that President Smither is likely to retire permanently at the close of his two years, as he has been heard to say that he was not anxious to go any further. He always believed that a general State law and

one board should be substituted for the old arrangement, and now that this has been accomplished he merely desires to see the new machinery well in motion before he leaves it. It may happen, though, that his special ability as an executive officer will be too well appreciated to permit him to have the entire say in the matter.

#### Demonstration Examinations.

Everybody, not excepting the pharmacy college students, is well pleased with the arrangement to include demonstration work as a part of the examinations for druggists' licenses. The plan appears to remove most of the terrors of the ordeal from the minds of the older practitioners, who were sure to fall down over a purely written examination. The western section of the new board will occupy the same rooms in Buffalo as did the old board, and a special arrangement will be made at the college for demonstration.

#### An Effective Window Display.

An unusually effective window display was seen in Little Falls, N. Y., last week. O'Rourke & Hurley, the well-known pharmacists of that city, had a woodland scene fixed up in the large show window of the pharmacy. The feature of the display was two fine specimens of deer, which had been killed a few days previously on the hills a mile or two distant from Little Falls. The animals were disposed naturally, the one a doe, being represented as drinking from a purling brook, which made its way from the artificial rocks across the foot of the window. Large crowds were attracted, and the display was for the time being the attraction of Little Falls. Mr. Hurley has devoted a great deal of attention to the art of window display, and his success in this instance was immensely gratifying to him.

#### ROCHESTER NEWS.

Rochester, N. Y., January 7.—The drug business in general has been exceptionally good for the past month, though we believe the sale of regular holiday goods was light. In fact, some druggists who have usually placed fair orders for the holiday trade gave orders for nothing outside of the drug line.

Despite the bad existing state of prices here, the druggists all seem to be doing a fairly profitable business and most of them seem to take pride in selling proprietary junk at one cent profit, but in spite of this some are fast paying for their stores, some boast of clear titles, and some are looking around for investments. Oh, the mystery of the drug trade! Men marvel at it as did the people ages ago at the strength of Samson. In Samson's case it was discovered later that his great power was hidden in his superabundant hair, but, we believe, dear reader, that is not the explanation of this later mystery.

#### The New Pharmacy Law.

The new pharmacy law which went into effect January 1 will make a number of changes in existing pharmaceutical conditions. The new law, at first, seems complicated and in many respects unnecessary, and is in the belief of many drug men quite unjust, and complaints and protests are the expressions generally heard from proprietors and licensed clerks.

It is usually the case when any new law goes into effect—if it is one that at all regulates the conduct of people or their business relations—that a certain class of persons will protest in a most vehement manner, declaring that their rights are being disregarded, and the little freedom they have thus far been allowed to retain they are fast being deprived of. Doubtless some of the laws that emanate from the united sagacity of our sublime law factory are unnecessary, or unwise or even unjust; usually the law does away with a bad condition of affairs and takes a step forward for the general betterment of all. And doubtless after the druggists have a better understanding of the new pharmacy law and its effect they will accept it as an improvement in the conditions of the pharmaceutical world.

#### ROCHESTER NOTES.

The new State Board of Pharmacy, which will meet hereafter quarterly, at Albany, will exercise a controlling interest over the drug business of the State. Byron M. Hyde, of the Hyde Drug Co., is the Rochester representative of the board.

Mrs. Nina Hyde, for nearly eight years actively engaged in the store of the Hyde Drug Co., of this city, died January 4, 1901, after a brief illness. Nina rest in peace. Scat, mew.

Charles Peck has bought the Plymouth pharmacy, No. 172

Plymouth avenue, for many years the store of Jay C. D. Curtiss. Mr. Peck has for some time been employed with Mr. Curtiss in the store he has just purchased. It is not generally known what Mr. Curtiss's intentions are.

O. W. Tuerke, the druggist at Black Rock, Buffalo, who has a store on Niagara street and another not far from it on Forest avenue, has lately advertised both of them for sale.

#### NEW YORK STATE NOTES.

The druggists of Troy held a meeting on January 2 to discuss the question of closing drug stores on Sunday afternoons until five o'clock.

Charles A. Wetmore, of Camden, N. Y., who has been connected with McKesson & Robbins, of New York, for several years, and prior to that was employed by J. H. Sheehan & Co. of Utica, as its traveling agent, has been elected secretary of the North Coast & Olancho Valley Railroad Company in Honduras, Central America.

The graduates and students of the New York College of Pharmacy residing in Central New York had their first annual reunion and banquet at Bagg's Hotel, Utica, recently. There were present: Dr. H. B. Ferguson, New York; Dr. Gordon L. Hager and H. Broughton, Rome; Thomas B. Evans, Scranton; R. Roberts, Boonville; F. B. Williams, Schuyler's Lake; C. M. Beebe, Hamilton; Ray W. Johnson, Chadwicks; Arthur S. Evans, F. J. Dwyer, A. L. Faass, Frank W. Rutherford, Fred H. Preston, Henry K. Preston, Ralph W. Shaul, Daniel J. Sullivan, Edward Martin, J. R. Vickers, Joseph H. Di Giorgi, Utica. Letters of regret were read from Prof. Henry H. Rusby, Prof. George C. Diekmann, Prof. John Oehler, Prof. Charles F. Chandler, Prof. Virgil Ooblentz, William A. Hoburg, Jr., and Thomas F. Main, secretary of the college faculty.

#### MASSACHUSETTS.

##### Meeting of the Boston Druggists' Association.

Boston, January 10.—The December meeting of the Boston Druggists' Association was held at Young's Hotel. George L. Roskell was elected to membership. The following committee on nomination of officers was appointed: Charles F. Cutler, Fred. A. Hubbard and Joel S. Orne. The annual dinner will be held on January 22, and the committee to arrange for this event is composed of George H. Ingraham, George W. Cobb and James O. Jordan. The guest of the evening was Capt. R. G. F. Candage, who spoke upon "Boston Ships; Their Service to City and Country." This address was of much interest and was well received.

William W. Bartlet, Ph.G., who was largely instrumental in bringing the Underhill case before the courts, gave a full account of the proceedings from the time that the Board of Pharmacy took the matter in hand to the final decision. Mr. Bartlet hoped that the board would not press the Underhill matter further. President Nixon and Secretary Tilden, of the board, were present. They both spoke and agreed that the board considered the case closed and would respect the court's decision.

Mr. Bartlet then spoke of a recent unjust article published in a newspaper attacking druggists for selling medicines (like the sarsaparillas) containing alcohol, said article claiming that such sales made druggists liquor sellers and that the medicines were used to bring about drunkenness. The remedy suggested was a law requiring a label giving the constituents to be placed upon such medicines. Mr. Bartlet condemned the article and the suggested remedy.

##### Dr. Garst Speaks on the Regulation of Prices.

Dr. Julius Garst was present and was asked to speak. He hoped that a committee would be appointed to confer with manufacturers as to regulating prices in accordance with his plan. On motion it was voted that the president appoint a committee for this purpose, and the following names were selected: Fred L. Carter, George F. Kellogg, John A. Gilman, Fred. A. Hubbard and C. P. Flynn.

##### On A Criticism of the Board of Pharmacy.

The Board of Pharmacy has been criticised because of recent articles which appeared in the daily papers taken from the board's report, and which detailed the agent's experience with several alleged druggists who were caught disobeying the liquor law. To set the matter right before critics, other druggists and the public, the board has recently published the following letter:

"It has come to the notice of this board that the Boston papers generally have printed a certain section of the annual report of the agent of this board. This section, taken alone, tends to create the impression that druggists, as a rule, are violators of the law; an impression that does great injustice to the large majority of the druggists in the State, and is contrary to the intention of the agent of the board and of the board itself.

"The agent stated in his report, '97½ per cent. of the pharmacists having conducted their business in such a manner that no complaints have been made to the board. . . . The balance of 2¼ per cent., together with unregistered persons engaged in the pharmacy business, have required the supervision of the board.

"The cases cited by the agent refer to a very small percentage, 2½ per cent., as the records show, of registered pharmacists.

"It is the opinion of this board that the great majority of the pharmacists doing business in this State are doing an honest and legitimate business.

"C. F. Nixon, President.

Amos K. Tilden, Secretary."

But even this letter does not free the board from criticism, for since its appearance some druggists have found fault with the board for conveying the impression that as many as 97½ per cent. of the druggists are transacting business according to law. These criticisms show how difficult it is to "please all the people" (druggists included) "all the time."

#### Appointed Governor of Benguet

H. Phelps Whitmarsh has many friends in this section and they are greatly pleased by his appointment as Governor of Benguet by the Philippine Commission. Mr. Whitmarsh managed the Boston branch of Dodge & Olcott's business for many years with marked success, and at the same time was delving in literature. Finally he decided to devote all of his time to literature and journalism. His first commission was a tramp through Cuba for the Century Magazine, and later he went to the Philippines as special correspondent for the Outlook. In this connection he has won much praise for his clever work. Mr. Whitmarsh has great executive ability and his friends here expect that he will make a record for himself in this new sphere.

#### A Druggist in Politics.

At the last election Fred A. Hubbard, of Newton, was made an alderman and he has entered upon his duties as a city father. He was elected after a spirited contest, but defeated his opponent by a handsome majority. Mr. Hubbard is well known to the drug trade and is at present president of the M. S. P. A., and served as a delegate to the N. A. R. D. Convention at Detroit. He is connected with many social organizations and has always been prominently identified with local affairs. The city is to be congratulated upon this accession to its board of government.

#### CITY ITEMS.

Linus D. Drury, Ph.G., 148 Dudley street, has been serving as a juror in the criminal session of the Superior Court.

The building 295-297 Franklin street, occupied by the H. L. Bowler Co. was the scene of a small fire January 7.

William H. Glover, Ph.G., of Lawrence, was a visitor at the M. C. P., this week.

William C. Pope, formerly of the Armstrong Granule Co., of this city, has gone to St. Louis to engage in the chemical business. He is located at 3518 Washington avenue.

Jaynes' Drug Company, to carry on a general drug and chemical business, capital \$500,000, has just been incorporated at Augusta, Me. President and treasurer, Charles P. Jaynes.

The Board of Police issued 249 sixth-class licenses during the year and four of them were canceled during that period. Six wholesale druggists were also licensed.

South Boston is to have a new public library all through the efforts of C. P. Flynn. The press and public are a unit in commending the ability and energy displayed by Mr. Flynn in securing this needed improvement.

George Vargas, Ph.G., opened his new pharmacy, 809 Beacon street, January 1. He is to make a specialty of coffee of his own importation. His circulars also announce "French and Spanish spoken."

At the beginning of the new year the employes of the firm of C. E. Woodward & Co., 52 Bromfield street, presented Fairfield Gilbert, the senior member of the firm, who was about to

retire, an elegant gold watch, suitably inscribed. The employes, 18 in number, were present. Mr. Gilbert, although taken entirely by surprise, responded with sympathetic gratitude.

S. A. D. Sheppard & Co., 1129 Washington street, have been missing stamps recently and finally a trusted female employe was suspected. Marks were placed on the stamps and the employe was watched. On the morning of January 3 a clerk at the store told the firm that he had seen the woman take some stamps and place them in her bag. Later, as she left the store, she was arrested. She at first denied having the stamps, but a search of the bag revealed the missing property. The total value was \$11.50, and the woman later claimed that she purchased the stamps for her own use.

#### AROUND THE STATE.

Harry C. Hunter, Ph.G., M. C. P., '89, of Marlboro, was elected to the Legislature last fall.

The Andover police are closing up some of the places of business in that town on the Sabbath, but so far have not interfered with druggists; in fact, the drug stores are having the cream of the Sunday trade.

Walter H. Vinal, of Lowell, recently came into prominence through acting as a witness before the U. S. Court in a suit against a revenue collector. Mr. Vinal's condition was such the night before the trial that the Government deemed it wise to put him in jail in order to secure his presence in court. He testified that he paid his tax with a check which, by an understanding with the collector, was not to be cashed at once, as there was no money in the bank to pay it. This tax was \$20.83, and the U. S. attorney, in arguing the case, charged that Vinal was engaged in the manufacture of "Greek whiskey."

#### NEW ENGLAND NEWS.

J. E. Ross, Woonsocket, R. I., is in financial difficulties.

O. N. Davis has opened a drug store at Contoocook, N. H.

By a fire at Rockville, Conn., recently the drug store of J. F. McGuane & Co. was damaged to the extent of \$5,000.

Percy Allanson, druggist, of Providence, R. I., has made an assignment to Dr. John A. O'Keefe. It is estimated that the liabilities will not exceed \$600.

The Reeder Remedies Company was recently incorporated at Augusta, Me. The concern is to manufacture proprietary and specific remedies and medicines; \$200,000 capital stock. President, Albert Reeder, Melrose, Mass.; treasurer, P. John Ryan, Boston. Certificate approved December 29, 1900.

Aero Apparatus Company has just been incorporated at Augusta, Me., to manufacture and deal in Aero distilling apparatus; \$10,000 capital stock. President, Edgar O. E. Cogswell, Alton, Me.; treasurer, Frank E. Rowell, Kittery. Certificate approved Dec. 29, 1900.

The Commissioners of Pharmacy of the State of Maine, Percy L. Lord, of Calais; D. W. Heseltine, of Portland, and Joseph W. Young, of Augusta, made their annual report to the Governor and Council, Dec. 31, 1899. The report says that 34 persons out of 90, who came before the board during the year, passed the examination. During the year the sum of \$550 in fees was received, and \$218 remains in the treasury. Forty-two complaints were made of stores being conducted without a registered apothecary in charge, but there are now in the State only three such places, and prompt steps will be taken to have the proprietors of such establishments live up to the laws.

It is said that the local druggists of Portland, Me., are now carrying a small stock of liquors, as they desire to avoid a call from the new sheriff. This official makes the following statement of his attitude to the drug trade: "The law gives them no more right to sell than it bestows upon any one else. If I find it is used by them for any purpose other than the compounding of medicines, I shall treat them as I would any one else." He expects druggists to keep a limited quantity of the liquors usually called for by physicians' prescriptions, but he expects them to keep these liquors in bottles on their shelves, as they do their other medicines. If he finds druggists carrying a large stock of liquors or keeping the same in out of the way places, he will not only seize the goods, but prosecute the proprietors.

## PENNSYLVANIA.

### Changes in Pharmacy Law Proposed.

Philadelphia, January 9.—The nineteenth century went out in a blaze of glory, and the wholesale and retail druggists of this city are hoping that the new century will continue to be as good as the wind up of the last. The drug business here during the past year has been a phenomenal one, and there are few druggists who have not greatly increased their business. Owing to the severe cutting of prices of a few druggists the profits have been somewhat curtailed, but it is thought there will be an improvement in this regard this year.

#### Pharmacy Law Changes Proposed.

The retail druggists have been considerably "jarred" by the suits brought against them by the Pennsylvania Pharmaceutical Examining Board, and, while it is contended they were not living up to the letter of the law, they protest against the manner in which the board took to make them obey the law to the utmost. This action has stirred up the druggists and it is understood many of the members of the Legislature have been buttonholed and have given their word to present and work for such a bill as will do away with the Pharmaceutical Board. This board has won the ill will of many druggists in this State. It is rumored that there are some members of the local branch of the Retail Association who think the present association is not making strong enough objections to the board and they are desirous of making a fight. It is said about 50 have signified their willingness to organize another organization, which will have in view a plan for dealing with the present Pharmaceutical Board. It is proposed to have each member donate a certain sum of money, which is to be used in entertaining the members of the Legislature and to secure their support to enact a law which will be of benefit to the drug trade, and one which nobody can make capital out of. There is considerable secrecy displayed about this new association, but it is thought the same parties will become interested in it who at the December meeting of the Philadelphia Retail Association endeavored to have resolutions passed censuring the Examining Board.

#### The Loder Suit.

During the past year the druggists in this city have been frequently introduced to the limb of the law, and many have grown wiser but poorer because of it. The recent suit of Loder against certain members of the Philadelphia Retail Druggists' Association and some members of the N. W. D. A. is still a topic of conversation. The defendants say now they have not been served with any papers, and many are of the opinion that the suit was started for the purpose of securing notoriety. The plaintiff, however, it is said, has gone through the preliminary legal business, and in time those whose names were mentioned will have the papers served on them. Mr. Loder, it is stated, is still buying many proprietary articles at full retail price and selling them at his list price. A buyer for a large drug house, in speaking of the trouble Mr. Loder says he has to secure goods, said there are hundreds of ways by which he could beat the wholesale druggists. He said: "When I first went into the business I had considerable trouble in getting the goods we wanted, but it was not long before I had houses outside of the city buying them for me. I soon got all I wanted, and so can any one if they are willing to do the right thing."

#### PHILADELPHIA NEWS NOTES.

Dr. T. D. Connor, Seventh and Brown streets, is lying dangerously ill with pneumonia.

John H. Kirk, a popular druggist of Chester, is wearing a broad smile these days. It is a boy.

Dr. W. H. Crane, who has conducted the store at Thirteenth street and Snyder avenue, has parted with it.

Samuel Evans, Jr., Franklin street and Columbia avenue, has sold his store to Mr. Davis, who was formerly connected with Charles Leedom's store at 1403 Filbert street.

Some druggists in Pennsylvania are reputed to be about testing the constitutionality of the law which compels them to renew their certificates every three years.

C. W. Elston, who has been in Chicago for the past few weeks, has returned. He was greatly benefited by his trip and is now getting in readiness to meet some of the crack bowlers of other cities.

Sallie and Blanche McCormick and J. C. Houghton & Co., druggists, of Lancaster, charged with violating the act of as-

sembly relating to the displaying of registration and renewal certificates, were recently fined \$10 and costs.

George B. Eddy, one of the prominent druggists of this city, and who, for some time past, has been conducting the drug store at 4128 Market street, was buried on December 28. His funeral was attended by many well-known members of the drug trade.

John Wyeth, of Wyeth & Brother, Philadelphia, made Christmas a happy memory for three hundred employees of the firm, who had been with the house for two years or more, by personally presenting to each of them a 14-karat Dueber-Hampton gold watch.

The Berks County Drug Association has elected the following officers: President, James M. Jones; vice-president, F. C. Clemson; secretary, George Dengler; treasurer, Reuben Moyer; trustees, P. M. Ziegler, Jacob H. Stein, Anthony Schleich and Frank Landis Womelsdorf.

Schandeln & Lind, manufacturers of "Garwood's" perfumes, have moved to 208 and 210 North Fourth street. This firm's business has shown a large increase during the past year and the old quarters on Arch street, below Sixth, were too cramped to do the extensive business.

Shoemaker & Busch, who have been at 602 Arch street for a number of years, have been compelled to seek new quarters, owing to the big increase in their business. A few days before the close of 1900 this firm moved to their new offices, 511 to 515 Arch street, and by this time everything is moving smoothly.

John Wyeth, of the firm of Wyeth & Bro., made the employees of this firm who have been employed for two years or over happy on Christmas by presenting them each with a gold watch. He gave 300 fine watches away. There is no excuse received now when the men are late, as all the watches are perfect time keepers.

E. H. Feinhold, Thirteenth and Moore streets, has hypnotized his doctor friends, and sixteen M.D.'s on Christmas day presented him with two handsome bronze statues. Mr. Feinhold was surprised, but in a few well chosen words gave vent to his feelings. The historian didn't say whether it was "Well, what will you have?" or something else.

John L. Dawes, president of the Dawes Mfg. Co., of Pittsburgh, left that city on December 26 for a trip through the South and West, and in his absence Theodore Myles, secretary of the company, is ably directing the policy of the business. Mr. Dawes will visit New Orleans, Los Angeles and San Francisco, and is expected to return about March 1.

Henry C. Blair, for more than thirty years a prominent druggist of Philadelphia, died recently at his home, Edgewater Park, N. J., after a brief illness. Mr. Blair was born in Philadelphia on December 27, 1844, in the building at Eighth and Walnut streets where his business was conducted. He was a son of the late Henry C. Blair, who purchased the store on that site from its founder in 1836 and conducted the drug business there until his death in 1862. Young Blair was graduated from the Philadelphia College of Pharmacy in 1866, immediately thereafter forming a partnership with his elder brother Andrew, which was continued until dissolved by mutual consent in 1898. Henry C. Blair then continued the management of the original business at the corner of Eighth and Walnut streets, his brother removing his business to Nineteenth and Chestnut streets. In 1896 Mr. Blair purchased the store at Twelfth street and conducted it in connection with his Walnut street store.

The Nickells-Stone Chemical Co., Limited, has been launched at New Orleans, La. It has leased a five-story building and has begun to remodel and equip it for the manufacture of chemicals and medicines. The senior member of the new company is S. P. Nickells, for the last five years manager of the local branch of Parke, Davis & Co., Detroit, Mich. Associated with him will be Prof. W. H. Stone, who has been connected with several of the largest laboratories in the country, and who has a national reputation as an expert. The others interested are L. N. Brunswick and Arthur Parker, wholesale druggists, of New Orleans, and Messrs. W. J. Worthington, W. G. Young, L. M. Channell and C. D. Rosenkrans, all formerly connected with the Parke, Davis & Co. branch. They will employ about 100 people at the outset. The output of the house will consist chiefly of fluid extracts, tinctures, elixirs, pills and compressed tablets and triturates, together with the usual run of pharmaceutical preparations. It will not make patent medicines, but will put up the different formulas and compounds commonly prescribed by physicians.

## OHIO.

## Travelers Visit the Home Office.

Cincinnati, January 5.—During the recent holiday season Cincinnati has been the Mecca to which nearly a hundred representatives of the William S. Merrell Chemical Company have traveled. These gentlemen spent about a week here at the Palace Hotel, and Mine Host Walter Maxwell left nothing undone to make their stay pleasant and profitable. George Merrell met many of his representatives for the first time and a spirit of goodfellowship prevailed during the entire Yuletide season. A number of banquets were served, and during the various afternoons the traveling hustlers listened attentively to addresses delivered on matters which have to do with the products of the well-known firm which they represent. It was indeed a fine body of young men, all well dressed and at all times conducting themselves with proper decorum. They were neat blue silk ribbon badges and made several tours through the entire plant on East Fifth street. Many of the men who were here are engaged at detail work and their vocation brings them in contact with physicians in various portions of the country. Several of the men employed by the Merrell Company are graduates in medicine and all are fluent talkers on matters pertaining to the profession. The gathering was prolific of much good in many ways, and other progressive firms will do well to emulate the example of the premier chemical concern of the Queen City of the West. Employer and employee should frequently come in contact with each other, and matters of mutual interest should be discussed from every standpoint. The Diem & Wing Paper Company and other big concerns of this city have their men come here annually in order to talk over affairs of a business nature.

## HEARD ABOUT TOWN.

G. W. Ryder, a veteran pharmacist, of Butler, Ky., died recently after a lingering illness.

Charles Wiebold has purchased the old Hollenbeck pharmacy at Eighth and Baymiller streets.

F. N. Berube, the pharmacist, who recently sold his Avondale drug store, has gone South for his health.

Mr. De Merville, the prominent druggist of Nashville, Tenn., who is known all over the South, was visiting friends here recently.

Matthew M. Yorston, who was stricken with paralysis some time ago, shows steady improvement and his friends hope for a permanent recovery.

Floyd Chase, a graduate of the Cincinnati College of Pharmacy, is on his way back from the Philippines, where he was a hospital steward. His home is at Atlanta, Ga.

Dr. E. John Kauffmann, formerly of this city, who is interested in the making of prescription blanks, has located in Boston and has been admitted to the Board of Trade.

Most local druggists who have stores in the down town districts feel well satisfied with the trade that they enjoyed during the holiday season. Suburban stores didn't do so well.

George Budde, the clever manager of the sundry department of the Stein, Vogeler Drug Company, who has been suffering from a slight attack of malaria, is improving rapidly.

Cora Dow gave all her employees nice little presents for Christmas. Miss Dow now controls five stores and has quite a small army of assistants to look after her various ventures.

Thomas Noblitt, son of the well-known pharmacist of Columbus, Ind., was recently married to Miss Nora McKeeham, of Edinburg. The tying of the nuptial knot was made quite a society event.

Several warrants were recently sworn out by the Dairy and Food Commissioner for persons alleged to have sold oleomargarine contrary to the Ohio statutes. Druggists have not been bothered of late.

The drug store of Skidmore & Hunter, at Skidmore, Tex., was recently damaged to the extent of \$1,000 by fire.

Dr. Joseph Bettinger, one of the leading druggists of Dawson and a pioneer of the Klondike, has disappeared mysteriously from the Yukon trail. The gravest fears for Bettinger's safety are entertained.

The East Grand Forks drug store, at Grand Forks, N. D., run heretofore by G. F. Peterson, changed hands on January 1, the new firm of Alex. C. Peterson and D. F. Sinclair taking charge of the business.

## ILLINOIS.

## N. A. R. D. Executive Committee to Confer with Local Retailers.

Chicago, January 11.—A meeting of Chicago druggists, at which the Executive Committee of the N. A. R. D. is to be present, is to be held Friday. The following call shows the motives of the meeting:

## Retail Drugs in 1901.

To the Druggists of Chicago:

The first quarterly meeting of the Chicago Retail Druggists' Association for the year 1901 will be held in Room 512, Masonic Temple, Friday afternoon, January 11, at 2:30 o'clock, sharp.

Inasmuch as the Executive Committee of the National Association of Retail Druggists will attend this meeting in a body, every druggist in Chicago is cordially urged to be present. The members of the National Committee are practical retail druggists who, in their respective cities, are contending with exactly the same difficulties that confront us. They have no theories to advance; they will talk with us about what they have done in their own cities and what the National Association has done and expects to do for the retail trade of the country.

The actual money benefit that has resulted from organization in Chicago will be testified to by representative druggists from various parts of the city. The question, "What has the C. R. D. A. done?" will be answered by men whose business is more profitable to-day than it has been for years, as the result of compact organization.

Over their signatures the wholesale druggists of Chicago have indorsed our plans, because they know that this work, by helping the retailers, will make their own business more profitable.

In Philadelphia, Minneapolis and other cities the plan upon which we are working is already a pronounced success. In Boston the newspapers refuse to print the ads. of dealers who offer proprietary goods at prices which yield no profit. If the druggists of Chicago are in earnest, results even greater than these can be accomplished here.

Don't make any other engagement for Friday afternoon. This is a matter of dollars and cents to you personally. Come to the meeting and let us talk over the results that have been accomplished in Chicago and elsewhere and perfect arrangements for making our business pay better during the coming year.

GEO. A. GRAVES, President.

THOS. V. WOOTEN, Secretary.  
153 La Salle St.

## Change in Slot Telephone Contracts.

The Chicago Telephone Company has changed its method of collecting from the slot machines. Heretofore it has forwarded quarterly the amounts that might be due druggists on receipts from the automatic telephones on their premises. In order to simplify this it is proposed to modify the contract so that the collector may make settlement at the time of the collection of receipts from the money box attached to the telephone. The collector will in future at the time of collection pay 50 per cent. of the receipts over the amount of 50 cents per day. This in effect gives the druggist 50 per cent. of the receipts over \$182.50 per year, instead of 50 per cent. of the receipts over \$200 per year, according to the present arrangement.

## Local Bowling Scores.

The following scores were made at the last meeting of the Drug Trade Bowling Club, January 4:

Armstrong .....	602	Storer .....	438
Thomas .....	541	Odbert .....	396
Baker .....	562	Blocki .....	447
Bauer .....	509	Waldron .....	481
Medberry .....	470	Fechter .....	326

Mr. Armstrong wins the high average medal.

## CHICAGO NOTES.

During a recent fire at Pana, Ill., G. C. Butts, a druggist, was one of the heavy losers.

J. H. Harrison has sold his store, at 312 Brady street, Davenport, Iowa, to Louis P. Carotens.



Warner & Co. have sold their store, at Rockwell street and Fifteenth place, to Thomas Rowlands.

The store of Schroeder & Co., at 1035 West Van Buren street, has been sold to Henry Sherman.

Dr. W. R. Vaupell, a druggist, is a candidate for the Republican nomination in the Twelfth Ward.

The State Board of Pharmacy will meet in Springfield January 14 to decide in regard to the advisability of trying to secure the passage of a new pharmacy law.

Michael Enright, of 13 South Western avenue, was seized with a hemorrhage and died in the store of C. J. Kasbaum, at Twelfth and Loomis streets recently.

Miss Jennie Kilpatrick died December 30, at Peoria, from the effects of headache powders. She was preparing for her wedding and took the powders, after which she became unconscious and could not be roused.

The Veterans' Association met December 21 and listened to a number of reports. A curious feature was the discovery that George McPherson, who had been reported dead, was found to be living at 207 Twenty-eighth street. The members were informed in regard to the condition of Judson S. Jacobus, who is ill with pneumonia.

During an address at the Kenwood Evangelical Church, Greenwood avenue and Forty-sixth street, Sunday, January 6, Arthur Burrage Farwell, secretary of the Hyde Park Protective Association, spoke of blind pigs. He said: "Don't go into a drug store and go behind the prescription case for liquor. Don't encourage a man to run an alleged drug store."

Gustav Miller's drug store at Van Buren street and Hoyne avenue was robbed at 8 o'clock on the morning of December 30. Frank Wochos, the clerk, was made to walk to a rear room, where he was bound and gagged. The thieves got \$35 belonging to the druggist, \$4 belonging to the clerk, and \$20 worth of cigars. Wochos was locked in, but succeeded in unlocking the door and getting a person to ungag him.

The discoveries of Dr. Loeb and Prof. Lingle, of the University of Chicago, in regard to the influence of salt in causing the heart to beat rhythmically has furnished material for a few jokes by John Magee, a druggist at Fifty-seventh street and Lake avenue, near the university. Over a display of salt bags in his window was hung the sign, "Here's your elixir of life, ten pounds for 25 cents." Above was a collection of clippings in regard to the discovery, and the query, "Does Pharaoh's heart still beat in the Red Sea?" Some wag added, "of course, for the waters are troubled."

### STRAY NOTES.

J. B. Overton's drug store, at Cleburne, Texas, was recently damaged by fire.

Davis & Holmes have disposed of their drug store at Koperl, Texas, to J. B. Lane.

The wholesale drug house of Wilson & Thompson, Lexington, Ky., sustained a loss of \$5,000 by fire recently.

Reed & Horton, which firm is composed of W. A. Reed and G. S. Horton, have purchased the plant of the Warren Chemical Co. at Wichita, Kan.

A. P. Harness, druggist, of Hopkinsville, Ky., has made an assignment for the benefit of his creditors, naming his brother, Chas. E. Harness, as assignee.

Walter Hood, of Corsicana, Texas, has purchased the interest of E. A. Du Bose in the drug business of Du Bose & Martin at Waxahachie, Texas.

Mr. Will McAllister, for many years a prominent member of the drug house of Crutchet & Co., Athens, Ga., has retired and his place was filled by Dr. Wych Crutcher.

The City drug store in Battle Creek changed hands recently, the new firm being Erwin & Van Haaften. J. J. Van Haaften, formerly employed in William McDonald's drug store, bought out Mr. Markham.

A warrant was recently issued for W. A. Kampmann, formerly a druggist at Hanford, Cal., on a charge of forgery. The complaint was sworn to by John Calvert, secretary of the State Board of Pharmacy, and alleges that Kampmann forged a telegram, purporting to be from the dean of the St. Louis College of Pharmacy, stating that Kampmann was a graduate of the St. Louis institution. Upon this showing a license to practice pharmacy was given him.

## MISSOURI.

### A Big Time Promised for January 31.

St. Louis, January 10.—Our druggists are arranging for a big entertainment and ball to be held on the evening of January 31. It is given under the auspices of the St. Louis College of Pharmacy Alumni Association. It is unnecessary to say that all the druggists of the city are interested in the affair and it promises to be a grand success. All the participants in the entertainment are more or less connected with the local drug trade, while some of our most prominent Ph.G.'s are taking leading roles. They will present two short plays, one of which, "The Corner Drug Store," was recently written by Wm. H. Lamont, who has more than a local reputation in the theatrical line. The ball will be like those given on previous occasions by this association, a select and grand affair. It is calculated to have the entertainment finished by 10.30 and give the remainder of the night over to the worshipers of the terpsichorean art, of which the profession has many. Supper will be served before midnight. The casts of the plays are as follows:

"My Neighbor's Wife": A. V. Marquardt as Mr. Somerton, an artist; Paul Schneider as Mr. Timothy Brown, a broker; Wm. H. Lamont as Mr. Jonathan Smith, a tailor; Miss Lottie Boehman as Mrs. Somerton; Miss Dollie Vallance as Mrs. Brown; Miss Emma Zschokke as Mrs. Smith.

Overture by Seymore's Band. Vocal solo by Miss Nellie Holden. Monologue by Chas. A. Fritz.

"The Corner Drug Store": Theo. F. Hagenow as August Dinklebinder, druggist; Ed. Voepel as Heine Hamburger, a clerk; Chas. Wagner as Rastus Johnson, porter; Wm. H. Lamont as Patrick O'Hullhan, policeman; Paul Schneider as Mr. Sellemquick, Meyer-West-Merrell Drug Co.; A. V. Marquardt as Dr. Curall; Harry Konetsky as Mr. Jones, a customer; Paul Schneider as Mr. Veryfresh, a drummer; L. A. Seitz as Rosinsky, from Morgan street; Wm. H. Lamont as Mrs. Green's Boy; L. A. Seitz as Mr. Simpkins, from the country; Miss Lottie Boehman as Mrs. B. Z. Shopper, a customer; Miss Dollie Vallance as Miss Stagey Footlights, a vaudeville artist; Miss Emma Zschokke as Mrs. Simpkins, from the country; and — (not yet announced) as Mrs. Dinklebinder, the druggist's wife.

### Drug Clerks Elect Officers.

At the annual meeting of the St. Louis Drug Clerks' Society, held in December, the following officers were elected: President, I. A. Schulherr; first vice-president, G. R. Gibson; second vice-president, Carl G. Klie; secretary, A. W. Kauffman; treasurer, T. F. Runge; chief of information bureau, Chas. Witt; Executive Board, L. H. Schlenker, O. F. Bousch and Chas. Roth.

### The Missouri Association Will Meet on June 18.

The Missouri Pharmaceutical Association has, through its Council, selected Tuesday to Friday, June 18 to 21, inclusive, as the date for the twenty-third annual meeting. Pertle Springs (Warrensburg) is the location. For information about local arrangements address the local secretary, Mr. J. V. Murray, Warrensburg. Other information will be furnished by the secretary, Dr. H. M. Whelpley, 2242 Albion Place, St. Louis.

### ST. LOUIS ITEMS.

H. F. Fricke has opened a new drug store at Jefferson avenue and Benton street.

Philip Vierheller is embarking in the drug business at Jefferson and Gravois avenues.

Brenner & Doehring is the style of the new firm at Jefferson avenue and Hebert street.

Dr. M. I. De Vorkin has purchased the drug store at 3750 Page block from Horwitz & Kalls.

W. E. Stille has purchased the Cass Avenue Drug Co., at Seventeenth street and Cass avenue.

A new store has been opened at Twentieth and Mullamphy streets. H. Scholnick is the proprietor.

Wm. Berryman has purchased the Terminal Hotel Pharmacy in the west end of the Union Station.

Dr. J. P. Fitzpatrick has moved the store which he recently purchased from 3110 to 5633 Easton avenue.

Hermann Bros., of 7615 South Broadway, have purchased the Reves Pharmacy, at La Salle and St. Ange avenues.

The Barnes Medical College, of this city, has opened a dispensary in connection with the college, in which they not only give treatment but medicine free to all worthy patients. It is the first of the kind in the city outside of the City Dispensary.

R. H. Knoll, druggist, at John and Florissant avenues, was married a few days ago to Miss Louise Brenecke.

The St. Louis Drug Clerks' Society will hold its annual banquet at the West End Hotel on Thursday night, January 10.

J. P. Graff, the veteran local drug clerk, is back as chief clerk at the Leland Miller Pharmacy, Sixth and Locust streets.

Every employe of the J. S. Merrell Drug Co., from president down to porter, received a large fat turkey for a Christmas present.

M. W. English, one of our best-known local drug clerks, has gone with the Moffit-West Drug Co. and may be found at the City Desk.

The Meyer Bros. Drug Co. are feeling highly elated over winning the N. A. R. D. prize for landing the largest amount of Cascaret orders.

Julius Schmidt has become a partner in the store at 6125 Barmter avenue. The stand is now known as the Schmidt-Servant Pharmacy.

Wm. F. Kahre has sold his store at Thirteenth street and Geyer avenue to Wm. J. Pfeffer, who has been chief clerk at the stand for several years.

L. F. Able, clerk at the Garrison Pharmacy, Garrison and Easton avenues, was recently married to Miss Rader, daughter of the prominent local book dealer.

Harry Stiegemeier is opening a new drug store at Grand and Emily avenues. He was formerly manager of the Phoenix Pharmacy, Jefferson and Cass avenues.

W. C. Meyer, formerly chief clerk at the Grove Pharmacy Co., of Webster Grove, has purchased the drug store at Nineteenth and O'Fallon streets from W. F. Flemming.

Dr. H. M. Whelpley delivered an illustrated lecture before the North Side Self Culture Club on Monday night, January 7. He chose as his subject, "A Trip Through the Mammoth Cave."

Ben Westendorff recently returned to this city from Seattle, Wash., where he has been spending the past year, and has purchased the drug store at Eleventh and Madison streets from W. E. Stille.

The officers, heads of departments and salesmen of the J. S. Merrell Drug Co. held a banquet at the Mercantile Club on Saturday, December 29. It was given by President C. P. Walbridge. According to all reports they surely had a good time. It began at five and lasted until nine p.m.

The Farbenfabriken of Elberfeld Company, New York, has filed suit in the United States Circuit Court against the Meyer Bros. Drug Co. The suit is to restrain Meyer Bros. from using the name of a drug known as "Phenacetine" and selling same, and for such other relief as the court may see fit to give.

Frank Garthoffner, proprietor of the drug store at Grand and Finney avenues, has had the building at Fourteenth and O'Fallon streets repaired, and is opening a new drug store at this corner. It was in this building where Leo J. Beele's store was destroyed by fire a short time ago.

### Favorable Outlook for Uniform Standards.

Secretary Gage, of the Treasury Department; Prof. O. H. Tittman, Superintendent of the Coast and Geodetic Survey, and Prof. S. W. Stratton, Inspector of Weights and Measures of the Survey, were among those who testified in favor of the pending bill providing for the establishment of a National Standardizing Bureau at Washington on December 28.

There were also submitted to the Sub-Committee of the Senate Commerce Committee having the matter in charge a statement from Dr. William McMurtrie, president of the American Chemical Society, and a series of resolutions recently adopted by that society.

Senator Nelson, the chairman, stated at the conclusion of the hearing that the sub-committee would do everything in its power to secure favorable action in the Senate. A similar measure has already been favorably reported to the House.

### Louis Emanuel Wins a Case at Law.

The judgment of non-suit given by the lower court has been affirmed by the Supreme Court of Pennsylvania in the action begun by Mary E. West against Louis Emanuel, a druggist of Pittsburg, for damages for the death of her daughter after taking a Kohler's headache powder. The opinion reads:

"The Kohler headache powders were in demand at least twelve or fifteen years ago, and from that time on they were to be found for sale in most, if not all, of the principal drug stores. They were recognized and regarded as efficient and proper remedy for headaches and were mainly used to relieve them. They were a patent or proprietary medicine manufactured by Kohler, and sold by him to the drug stores, which sold them to their customers. In the sales of patent or proprietary medicines furnished by the compounders of the ingredients which compose them the druggist is not required to analyze the contents of each bottle or package he receives. If he delivers to the consumer the article called for with the label of the proprietary or patentee upon it he cannot be charged with negligence in so doing."

### American Pharmaceutical Association.

The following circular has been issued by the Committee on Scientific Papers of the American Pharmaceutical Association:

Your Committee on Scientific Papers, in accordance with precedent, issues this circular to specially invite all members, workers and friends of the association to attend the sessions of the Scientific Section at the next annual meeting, to be held in St. Louis, Mo., September 18-21, inclusive, 1901.

Papers and reports to be read at the meeting under the rules of the association, and propositions to be submitted to the Scientific Section for its action, will be received with thanks by the committee and given due attention.

It is especially desired that members who have at previous meetings made valuable scientific contributions along lines of investigation in which they are still engaged, may continue their additions to knowledge through this association.

Since the organization of the Section on Practical Pharmacy the scope of the Scientific Section has materially contracted, but it is hoped that both sections will be all the more successful by virtue of the change.

The committee does not regard it as necessary or advantageous to submit a list of specific questions or topics for investigation or discussion, believing that a general invitation, leaving the selection of particular subjects to the contributors, will comply with the requirements of the by-laws, and, at the same time, leave the choice as free as possible.

The "questions of scientific and practical interest," upon which contributions, investigations, papers, reports and discussions are invited, include:

Botany.—1. Contributions to the Medicinal Flora of any locality. 2. Contributions to the knowledge of individual Medicinal Plants. 3. Notes on any New Medicinal Plant.

Pharmacography and Pharmacology.—4. The Identification and Examination of Drugs, whole and powdered. 5. What changes have taken place in the last fifty years in the varieties of the most important imported drugs met with in commerce? 6. New Sources of Drugs. 7. Notes on New Drugs.

The Chemistry of Plant Drugs and Preparations.—8. Contributions to the knowledge of the Chemistry of any New or Old Drug. 9. Improvements in methods of Chemical Examination of Drugs and Pharmaceutical Preparations.

General Chemistry.—10. Contributions to the knowledge of the Constitution, Properties and Behavior of Chemical Compounds, organic and inorganic.

Pharmaceutical Chemistry.—11. Notes on any individual Processes or Products, pharmacopoeial or unofficial, organic or inorganic.

Analytical Chemistry.—12. Improvements in any of the methods of Volumetric Analysis, and of Gravimetric Analysis. 13. New Tests, and new facts concerning tests in use.

Nomenclature.—14. Notes on the technical Nomenclature of Botany, Pharmacy and Chemistry; apparent defects and suggestions as to their remedy.

General.—15. Suggestions as to what improvements may be effected in the general Scientific Character of Pharmacy and the Pharmacopoeia. 16. Any scientific, historical, or bibliographic contributions or notes of interest to pharmacists.

Attention is directed to the following:

Article IV, chapter IX, of the By-Laws provides that any person preparing a paper for the association which will require more than ten minutes for its reading, must accompany the same with a synopsis which can be read within ten minutes' time. The paper and synopsis must both be furnished the committees of the particular section to which it refers previous to the first session.

Papers intended to be printed in advance of the meeting must be in the hands of the chairman not later than August 10, 1901.

The members of the committee to whom papers should be addressed are Oscar Oldberg, chairman, 2421 Dearborn street, Chicago, Ill.; Lyman F. Kebler, 85 Poplar street, Philadelphia, and Wm. A. Puckner, 78 Wells street, Chicago, Ill.



## THE KNIGHTS OF THE ROAD.

Notes of the Traveling Salesmen.

Our Portrait Gallery.



George F. Fosdick,

Representing James W. Tufts, of Boston.

George F. Fosdick, the subject of this sketch, has been associated with James W. Tufts, of Boston, in the soda fountain business since a very early date. In all probability he was the first salesman to be regularly employed in placing this line of goods. In the early sixties he used to drive about in a buggy with Mr. Tufts selling fountains. From 1870 to 1880 he had charge of the section now known as the Middle West, covering a vast amount of territory. He made some extraordinary long jumps for those days in his travels, and his energy met with much success. At that time he was also a member of the retail firm of Fosdick & Buss, of Woburn, and as the trips then only lasted from about January 1 to April 1, traveling did not interfere with his retail business. Later he sold out to Mr. Buss, and soon after assumed charge of the selling agency of Boston and vicinity for Mr. Tufts. This was in the early eighties, and to this territory was soon added Maine, New Hampshire and Rhode Island, and, still later, Vermont. In the new field he pushed business with characteristic vim and was largely instrumental in building up the trade from small beginnings to its present large proportions. Mr. Fosdick has probably sold more fountains than any salesman connected with the trade and has also captured some of the largest orders known to the business. In 1876 he went to Philadelphia and assumed charge of Mr. Tufts' soda fountain exhibit and of the numerous soda fountain stands which Mr. Tufts operated there. Messrs. Tufts and Lippincott held the exclusive soda fountain privileges of this exhibition at a cost of \$50,000. Mr. Tufts operated 25 stands and supplied them with some of the largest fountains built up to that date. The business done there under Mr. Fosdick's direction was something phenomenal and did much to popularize the national beverage. Mr. Fosdick now lives in Winchester, in a beautiful house built five or six years ago on the site of the old Black Horse Tavern, a once famous road house which served as a meeting place for the patriots before and during the Revolutionary period.

### Traveling Salesmen in Town.

The traveling representatives of the wholesale drug houses who visited their respective headquarters during the holidays helped to make things lively and interesting in establishments that might otherwise have been dull and listless except for the regular trade of the season.

At the Drug Trade Club on New Year's eve the out-of-town men, as well as the heads of the various departments of Parke, Davis & Co., were guests of the house at a dinner, at which Col. E. W. Fitch, manager of the Eastern branch, presided. Among those who were present at the merrymaking were Henry T. Thornton, who looks after Connecticut and Pennsylvania; George Andrews, Pennsylvania; A. G. Bissell, New Jersey; W. C. Maginnes, Boston; E. C. Noonan, Rhode Island; M. O. Martin, Connecticut and Massachusetts; George E. Reed, Philadelphia; W. P. Rich, New Jersey; H. K. Mundorf, Phila-

delphia; F. L. Robbins, Massachusetts; Joseph Litster, Philadelphia; Nathaniel Nicolai, who was formerly the New York representative, but who leaves shortly for Kingston, Jamaica, and the West Indies, and such well-known New York and Brooklyn salesmen and representatives of the house as E. A. Bischoff, Charles H. Greer, Frank Cuddy, Charles E. Smith, F. P. Tuttle, John Hurdie, W. J. Carr, Herbert Turrell, M. De Pablo, Dr. Whitmore and Jochichi Takamine. Although they were in town too late to be present at the dinner, other representatives of Parke, Davis & Co. recently here were Dr. I. E. Leonard, Boston; Frank Taft, Maine, and Dr. Laceo, New York State.

Of Lehn & Fink's popular road representatives there have been present in the city during the past fortnight C. A. Loring, who looks after the druggists in Rhode Island, Massachusetts and Vermont; Edwin McGill, of Maine, who, his friends will be glad to hear, has thoroughly recovered from an attack of typhoid; J. W. N. Gervaise, of New York State; Bruce C. Hallowell, of Baltimore, Washington, etc.; Henry Kaufholz, who looks after the Far West and remained here ten days after a successful trip to Omaha and Denver; S. H. Cohen, Ohio and Kentucky; G. E. Ebers, of Pennsylvania, and W. W. Wilcox, of Eastern Pennsylvania.

Wm. E. Jenkins, who represents Baltimore, Washington and the South for Schieffelin & Co., was in the city for a few days.

C. F. Scott, the Western representative of McKesson & Robbins, looked in on his New York friends.

Bruen, Ritchey & Co.'s out-of-town men here during the merry Yuletide were A. E. Hough, Pennsylvania; C. E. Kloster, Connecticut; C. F. Hoffman, Long Island and Pennsylvania, and W. F. Cox, New Jersey.

C. D. Baldwin, Eastern representative of the Humphrey Medicine Co., spent the holidays in New York.

**Rochester.**—The first new year of the new century, with its good resolutions and its hopes for success, is with us. 1901 has established itself firmly in the chair of Father Time and sits waiting calmly to decide the fate of the world for twelve months. May the new year give nothing but well deserved prosperity to the circle of Drummerdom.

Mr. Estelle, of John Wyeth & Brother, Philadelphia, took our orders on the 2d, and with his usual promptness has them already filled for us.

Wm. J. N. Gervaise keeps up the good old custom of New Year's calls. He comes from Lehn & Fink, New York, with an excellent line of samples.

George E. Burrows, who represents the druggists' sundries department of Schieffelin & Co., reached Rochester on the 3d inst. and spent several days with the druggists.

J. M. Baird, the representative in New York State of the Charles E. Hires Company, of Philadelphia, also came early this year. He carries a fine stock of samples of the goods of his company.

A. J. Mansell has no superstitious fears of making a business venture on Friday; at least he came to Rochester on that unpopular day, and his visit fully justified his audacity, as the orders returned to his employers, Peek & Velsor, indicate.

C. L. Gleeson, who looks after the interest of the importing department of Parke, Davis & Co. in this part of the world, looked in on us last week with his usual success. He left with our orders, and seemed at peace with the world and with himself.

J. S. Marvin, the able representative of Seabury & Johnson, manufacturers of plasters, surgical dressings, etc., came to us early in the month and spent several days to our mutual profit.

Jeralds' Mfg. Co. announce the coming this week of Mr. Rolle, their representative in Western New York, with samples and a price list that is warranted to give satisfaction.

E. T. Green, representing the Mallinckrodt Chemical Works, was in Rochester several days recently, taking orders for his company.

We are always glad to get a call from our friend F. P. Hinkston and are always pleased to see him, whether we have an order for him at the time or not. Mr. Hinkston is traveling in the interests of Bruen-Ritchey & Co.

**Philadelphia.**—A. H. McFerrin, a popular representative of Johnson & Johnson, who makes his headquarters in Pittsburg, recently visited some of his friends in this city, stopping en route to his home from a three weeks' vacation in Cuba.

Howard G. Shinn, who recently sold his pharmacy at Fifteenth and Master streets to E. E. Wilson, is making a big

success selling cigars to druggists for T. C. Schuster, of this city.

**Boston.**—Charles E. Keith, representing Seabury & Johnson, has just been calling on the trade in this section with good results to his firm.

L. M. Sessions has been the rounds here recently. He books for the Fraser Tablet Triturate Co., and carried off a good share of orders.

E. K. Sherman, traveler for the Ball Tablet Co., does not visit the Hub often, but made a very favorable impression.

A. Stein has been looking after the business of Eisner & Mendelsohn, of New York. He met with much success.

D. H. Wyckoff is a new knight to this territory. He represented the New York Pharmaceutical Association and was pushing lactopeptine.

E. D. Lowe has been the rounds again. He is a hustler and so much business goes to Fries Bros., of New York.

J. E. Mace looks in upon us infrequently. He travels for the Maltine Mfg. Co., and met with good results in his recent Eastern tour.

**Cincinnati.**—Merrell's drummers made things hum here during the holidays.

F. P. Adams, representing Holton & Adams, the New York dealers in druggists' sundries, was here recently.

Edward P. Dehner, one of the hustlers selling Parke, Davis & Company's products, has returned to duty after spending the holidays here.

J. W. Loeb, representing Reynolds & Reynolds, of Dayton, Ohio, was a caller recently on Cincinnati customers. He reported good business.

Bart Whitaker, who has represented Lloyd Brothers on the road for a long time, spent the Yuletide season with his relatives in Covington, Ky.

W. H. Hawthorne, who represents the J. R. Torrey Razor Company, of Worcester, Mass., was in town this week taking orders for goods from drug jobbers.

Mr. Flynn, who always carries a nice line of brushes for the sundry department of drug houses, was here lately from Lansingburg, N. Y.

Gus Danziger has severed his connection with the Stein, Vogeler Company.

T. Bartley Lee, who represents Stein, Vogeler Drug Company in the South, is able to be around again. He had a sprained ankle.

**St. Louis.**—W. N. Hogset has shouldered his grip and gone in quest of trade for the Moffit-West Drug Co. His battle field will be Central and Northern Iowa.

Geo. Rankin has gone into Iowa in quest of orders for the Moffit-West Drug Co.

F. O. Knight will look after the Arkansas business for the Moffit-West Drug Co..

B. H. Lusby will look after the Moffit-West's business in portions of Arkansas.

H. C. Tyler expects to take some large orders this year in Missouri for the Moffit-West Drug Co.

R. H. Lower, formerly with Moffit-West, has gone out to make things lively for Eli Lilly & Co. this year.

G. W. Blackford will land orders wherever possible for Parke, Davis & Co. this year.

C. F. Allen, local manager for Parke, Davis & Co., spent a portion of the holidays at headquarters.

H. D. Delkeskamp, formerly with the Meyer Bros. Drug Co., is looking after the local business for Bauer & Black.

J. B. Cuykendall, the veteran representative for Eli Lilly & Co., has been obliged to suspend operations for the present and has gone to New Mexico for his health.

W. B. Jones, who has represented Eli Lilly & Co. in Michigan for some time, has been transferred to the Missouri district.

J. C. Minter has gone with the Meyer Bros. Drug Co. in their Missouri territory.

Harry Tyler expects to make things lively for the Moffit-West Drug Co. in Southeast Missouri this year. He was formerly with the Meyer Bros. Drug Co.

R. T. Gibbs, formerly with the Meyer Bros. Drug Co., has gone into the wholesale drug business for himself at Shreveport, La. The style of the firm is Conger, Cohn & Gibbs.

F. A. Fitch, formerly with Brunswick & Co., of New Orleans, has gone on the road for the Meyer Bros. Drug Co. He will travel in Louisiana.

The annual banquet tendered by the J. S. Merrell Drug Company to their salesmen and department managers was held at the Mercantile Club, St. Louis, recently, and, as usual, was a happy affair. Those present were: C. P. Walbridge, Edward Bindshadler, H. S. Merrell, George R. Merrell, H. N. Merrell, H. J. Stoller, George Conley, F. R. Scharlach, M. C. H. Arendes, A. L. Swinney, G. W. Grover, Ed. Brown, E. O. McLeod, L. Pange, H. E. T. Dunn, F. J. Meunert, J. Kleiber, J. R. Ferguson, L. P. Pruyn, G. Kerns and J. E. Walbridge.

**Chicago.**—The following Hance Bros. & White salesmen have been at the Chicago office recently: W. M. Schroeder, A. J. Seguin, C. A. Barnett and C. F. Moore.

Alex. Harris, Chicago representative for Johnson & Johnson, has just returned from a trip to the factory at New Brunswick, N. J.

Bauer & Black gave a dinner to 35 of their employees at the Wellington December 27. All manner of good things were supplied and the banquet resolved into a general jollification.

Geo. W. Sinclair, of Johnson & Johnson, has left for a trip to St. Paul and Minneapolis.

**Buffalo.**—Among the many traveling drug salesmen who have sold goods in Buffalo lately was Justin Keith, for some years the acceptable representative of J. L. Hopkins & Co.

Charles J. Schni, now on the road in the interest of the sponge and chamolis trade of Loudon & Hill, of Philadelphia, sold a representative lot of his goods here lately.

Peek & Velsor again send to Buffalo A. J. Mansell, who knows how to dispose of their crude, ground and powdered drugs, and does it. He was here early in January.

One of the "good men" on the salesmen's list, as a local druggist puts it, is William J. N. Gervais, who gave Buffalo Christmas week in the interest of the drugs of Lehn & Fink.

C. L. Gleeson, who represents the New York office of Parke, Davis & Co., and sells crude drugs, is in the city on his regular round.

E. T. Green, who has visited us quite a few years in the interest of the Mallinckrodt Chemical Works, of St. Louis and New York, closed the year in this territory.

C. R. Whitney, who has spent a great part of his days as the agent of Dr. Herrick's Family Medicine Company, paid Buffalo one of his occasional visits early in January.

Louis Austin, an occasional visitor in the interest of the Brooklyn house, Young & Smylie, sold goods in Buffalo during the second week in January.

J. M. Baird came to us early in the year and sold a long list of vanilla beans and vanillin crystals for the Charles E. Hires Company. He is always welcome.

Reliable corks, exactly according to sample and of full count, may be obtained at close figures from the old and reliable house of Justus Brauer & Son, 248 North Front street, Philadelphia.

Druggists have found that a stock of artists' materials is an attractive and salable addition to their line. The firm of F. Weber & Co., 1112 Chestnut street, Philadelphia, is headquarters for these goods. They can be trusted to make up a suitable assortment for druggists who are not already familiar with the line.

An article of interest to pharmacists desirous of extending their relations with the medical profession is J. B. Burr & Co.'s prescription pad and holder, an illustration of which will be found in the advertisement which appears in another column. Samples and prices will be sent upon application.

Druggists who can use a tablet machine should address F. J. Stokes Machine Co., Thirteenth and Hamilton streets, Philadelphia, for catalogue and prices. This house makes everything from a power machine to a hand machine, and their work has proved to be simple in construction, easily handled and permanently durable.

Thompson's Price List is a neat and handy little volume just placed on our desk. It is issued by F. A. Thompson & Co., manufacturing chemists, of Detroit, Mich., and it is carefully and systematically arranged so as to be of the greatest benefit to the druggist when ordering standard pharmaceutical products, fluid extracts, medicinal elixirs, etc.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, JANUARY 28, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

IRVING J. BENJAMIN.....Business Manager.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

### GOVERNMENT COMPETITION WITH PRIVATE MANUFACTURERS.

AT last reports the Federal Government had not gone in for the manufacture of morphine, quinine, or other alkaloids, natural or synthetic, but it still continues to invade and destroy the business of private manufacturers by engaging in the manufacture and distribution direct to consumers without charge of antitoxic serums and biological products generally. The volume of the Government business in these medicinal products is constantly increasing, and the competition constantly becoming more severe. The Bureau of Animal Industry, which is one of the various bureaus constituting the Department of Agriculture, gives away annually millions of doses of Blackleg Vaccine, Hog Cholera Serum, Mallein, Tuberculin and Anti-plague Serum, not to the indigent farmer, but to the wealthy cattle owner, stock raiser and ranchman of the West, to the extreme detriment of the business of seven or eight private manufacturers of these products in the United States. Following the bad example set by the Federal Government, boards of health, agricultural colleges, experiment stations, and other public institutions are engaged in similar unfair competition, and we have no assurance to the contrary that this competition will not be extended to cover the whole drug trade and work a detriment to other industries.

The encroachment of the National Government upon the drug and allied trades has received attention at the hands of the two national associations of wholesale and retail druggists, who have condemned the manufacture and free distribution of biological products as being detrimental to the interests of the entire drug trade. In a letter of protest to the members of Congress, Secretary Wooten, of the N. A. R. D., makes the point that it is neither equitable nor just for the Government, by unfair competition, to restrict the trade of any body of taxpayers who contribute to its support, a conclusion with which we are in hearty accord, for the Government is no more warranted in crushing the producers of animal serums than the private manufacturer of quinine, morphine, clothing, shoes, or other merchandise. It is nothing less than flagrant favoritism and partiality to give material away free of charge to a class of men who are conspicuously able to pay for it.

This is a matter deserving of the immediate attention of the retail trade, and we would urge our readers to write to their Senators at Washington and to their Congressional Representatives protesting against the policy of the Bureau of Animal Industry of the Department of Agriculture, in engaging in competition with private manufacturers in the manner referred to.

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## INFRINGING THE RIGHTS OF THE INDIVIDUAL.

**I**NSPIRED doubtless by a mistaken notion that it would put a quietus on the Christian Science people and faith healers generally, Assemblyman Bell has introduced into the Assembly at Albany a bill of a most unconstitutional character, one that seems to us to strike at the very basic principle of the individual liberty of the citizen. If Assembly Bill No. 167 should pass the Legislature it would be unlawful for any person, unless a registered physician, to "prescribe, direct, recommend, or advise, for the use of any other person any remedy or agent whatsoever . . . for the treatment, relief, or cure, of any wound, fracture, or bodily injury, infirmity, physical or mental, or other defect or disease." That is to say that Mr. Jones who meets Mr. Smith on the street and advises him to take a little quinine for "that bad cold" will become amenable to the law and in the phraseology of this particular act "shall be regarded as practicing medicine." The language of the act is too broad; it reminds us of some of the provisions of the new pharmacy act, and it might be thought to have emanated from the same source did we not know that the County Medical Society was behind it.

Any person has an indefeasible right to advise or recommend another in case of illness, accident or other condition, so long as he makes no pretense to the possession of special medical skill, and demands no fee for his services. We have no desire to place the slightest obstacle in the way of controlling the operations of the Christian Scientists, Mind Healers, or Faith Curists, but we should very insistently oppose the passage of any bill calculated to interfere with the giving of advice by druggists in simple ailments like toothache, corns, minor injuries, etc., to say nothing of the words of recommendation which may precede the sale of a simple proprietary medicine.

## RECENT STUDIES IN THE CONSTITUTION OF MATTER.

**A** CERTAIN degree of dogmatism seems to be essential in teaching; at all events it is universally present particularly in the teaching of the elementary branches of any science or art. A certain set of theories having been accepted a teacher is prone to lose sight of the fact that these theories are not necessarily final and are subject to changes dependent upon more careful observation. There is at present some prospect that the entire basis of chemical philosophy as now taught may be subverted through the remarkable series of facts brought to light in connection with the study of the various rays whose properties and characteristics have been studied during the past five years. The cathode rays, the Roentgen rays, the secondary or "S-rays" of Sagnac, the Goldstein rays and the Becquerel rays, have introduced into physics a wholly new factor and an entirely new series of facts which must be accounted for by some theory which has not yet been accepted. The theories so far proposed seem to call for a complete revision or for an entirely new in-

terpretation of the theories now held regarding the ultimate constitution of matter. The hypothesis which is in closest accord with the latest observations of students of radiant matter is that enunciated by J. J. Thomson,\* which is, in some respects, in direct antagonism to the current teachings of chemical philosophy.

In effect Thomson's hypothesis is that all matter is alive. That the constituent molecules of inorganic substances are not rigid and immutable. That an atom or, as he terms it, a "corpuscle," something much smaller than an atom, is constantly being detached from one or the other of the molecules of matter and wanders through the gas, the liquid, or even through the solid, another atom (or corpuscle) taking its place in the disrupted molecule, thus bringing about a continual exchange of matter within the gaseous, liquid or solid body, each of these wandering "corpuscles" carrying with it that form of motion which is generally designated as an electrical charge. Such of these atoms or corpuscles as escape from the surface of the body give rise to Becquerel's rays. An acceptance of Thomson's hypothesis brings us face to face with the question as to whether or not this continual splitting and building of molecules does not constitute life in both inorganic and organic matter.

Aside from the deductions drawn from the observations of radiant matter, the statements recently made by the Italian scholar, Sohni, as to the method of growth of crystals, would tend to confirm Thomson's theory as to the universality of life or at least of active movement.

In a monograph issued some years since by Solvay, the great Belgian chemist suggested that electricity is life and that in chemical action we had the probable source of those electrical manifestations involved in life. Solvay's theory, which was merely outlined and not clearly defined, is brought appreciably nearer a point where it may be accepted by means, on the one hand, of the researches of Loeb of Chicago, concerning the action of salt solution upon the heart, and on the other by the deductions which may be drawn from the facts observed in connection with the various rays.

The conflict of opinion regarding the nature of rays, whether they consisted of particles of matter or were merely vibrations of the ether seems to have been practically settled in favor of the first hypothesis, and nothing has thrown so important a light upon the question as have the observations made by Becquerel, Sagnac and M. and Mme. Curie upon uranium and the recently discovered radio-active elements radium and polonium, which were exhibited before the New York Section of the American Chemical Society by Professor Barber, whose lecture on these radio-active elements and their properties was reported at length in the columns of the *AMERICAN DRUGGIST* at the time. The further study of these substances and their properties holds forth fascinating possibilities of discoveries which may and probably will wholly revolutionize our conception of the ultimate constitution of matter—possibly leading us up to the hypothesis that all matter in its ultimate form is of uniform composition.

\*Phil. Magazine, XLVI, p. 528.

## OUR XXTH CENTURY IMPROVEMENTS.

The first number of the American Druggist and Pharmaceutical Record for the new century comes to us in a new dress of type, with a vastly improved typographical arrangement, the matter being printed in two instead of three columns to the page as heretofore. Several new departments also appear in this number which are likely to add to the interest and value of the publication to its readers. One of these which will prove of great value to physicians and teachers who are at all interested in pharmacy is a review of current pharmaceutical literature, entitled Cream of Current Literature, after the manner of the conspectus of our contemporaries' original articles which we publish under the heading of Pith of Current Literature. The American Druggist's improvement reminds us of the general advance in the periodical literature of pharmacy that has been noticeable for several years past.—New York Medical Journal, January 19, 1901.

Let me congratulate you on the great improvements with which you start off the new century. The widening of the columns, the new headings and new type faces all go to make a better balanced and more artistic page from a typographical standpoint than the old arrangement. I like it very much. Your new department, Cream of Current Pharmaceutical Literature, is a fine idea, I think, for it will keep your readers posted on all that goes on in the pharmaceutical world. The pharmacist who reads the American Druggist will need to subscribe to no other journal, for it will keep him thoroughly posted.

C. R. LUSH.

Hempstead, L. I.

I am pleased to note evidence of the prosperity and enterprise of the American Druggist, as shown in its new make-up and improved typography. It's an old friend with a new face, bright, up-to-date, and a valuable aid to the busy pharmacist in keeping abreast of the times in his line of work. Its department of Business Management deserves more than a passing thought. More druggists fall short of success because of poor business methods rather than from lack of pharmaceutical knowledge. If you can preach "Business" into them you'll win your halo. Success to you.

WILLIAM H. ROGERS.

Middletown, N. Y.

I certainly must congratulate you on the new "make-up" of the Druggist; it is fine! The new feature you have introduced of giving a review of the various pharmaceutical journals is, I think, a splendid idea; to me it makes the Druggist the most indispensable of all the drug journals. It gives the busy man just the references he may need for any work on hand without the trouble of hunting through a lot of useless stuff. Congratulations again!

FRED'K T. GORDON.

League Island, Pa., January 17, 1901.

The numerous changes made in the appearance of your Journal are, I think, all to its advantage. Your reviews of the contemporary journals is certainly a good feature and a big help to the busy pharmacist, who may at a glance be in possession of all the best articles in the numerous pharmaceutical periodicals.

WARREN L. BRADT,

Secretary, Middle Branch, State Board of Pharmacy.  
Albany, N. Y.

I have been a subscriber to the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD since it was founded, 1871. I have enjoyed the reading of same and have obtained much information from it. I congratulate you on the nice appearance of the January number. It commences the century in fine shape, and I certainly wish it success.

V. O. PRICE.

Waukegan, Ill.

It is with pleasure I note the advances your journal is making, and I can pay you no higher compliment than to say that it is constantly on my desk for ready reference. Although, like most men, I think I can run other people's business much better than my own, yet in your case I certainly cannot suggest any improvement.

JOHN W. FERRIER.

The Long Acre Pharmacy, 1401 Broadway, New York.

I am very much pleased with the contents of the American Druggist and look over each issue carefully, finding therein many things of interest and usefulness.

FRED. S. HAWLEY.

Moravia, N. Y., January 14.

## PRIZE ESSAY.

## The Relations that Should Exist Between the Doctor and the Druggist.

BY "NEW HAVEN."

TO cultivate the good opinion and the friendship of the doctor the druggist should remember that he is a professional man, and this point should be observed in all the relations of the druggist with the doctor.

It is a peculiar but unanswerable argument that the more preparations a druggist makes which a doctor can use the higher the druggist rises in the doctor's estimation; for many physicians regard the making of satisfactory compounds such as are prescribed as a marked evidence of proficiency, ability and attention to business, all of which appeals to them in an especial manner.

## COUNTER PRESCRIBING.

The continual discussion of counter prescribing is unfortunate. The subject has really been worn threadbare, and the actual thing occurs but rarely. The giving of simple advice regarding aperients, toothache, corn cures, etc., is never objected to; but the line stands out sharp and clear between this work and the doctor's. The prescribing of cures for other than the simplest ailments is wrong. If the patient finally consults a doctor, the first thing he does is to tell him that he got advice or medicine from the druggist, which did him no good. This loses you the confidence of the doctor, and it will take a long time to get it back.

No honest argument can be advanced in favor of substitution. Cheating can never beget confidence. Consider the kind of an advertisement discovered substitution is! Counter prescribing and substitution go hand in hand from the fact that neither practice can be hidden.

## DOCTORS' DISPENSING.

In the last few years a great many sins have been laid at the door of "cheap tablets." They are blamed (tablets) for the increase of dispensing among physicians. But whether tablets are the cause of this increase or not, most druggists would like to know how physicians might be induced to stick to their own branch. It will not do to openly criticize the doctor about what he considers his own business; for your advice will be treated as that of an interested party.

Don't talk against a doctor because he dispenses his own medicines, in fact, don't talk against a doctor under any circumstances—for it is sure to reach his ears. This is not an ethical argument against talking about anybody, but it is the one which makes itself heard best. Physicians are fast finding out that the wholesale dispensing of medicines is more harmful than profitable. Many patients protest against paying a return visit to the doctor for a renewal of a prescription. Where physicians are successful dispensing their own medicines, it is not because of that, but because of ability in other directions.

## AS TO PERCENTAGE COMMISSIONS.

The payment to doctors of a percentage on prescriptions is a bad practice. Only those druggists so situated that they need not care whether they ever see a customer a second time or not can afford to risk its effect upon the public. It is a question, however, if they can afford to risk its effects on the doctor's opinion of them. The doctor who is willing to charge a patient directly for his services and then take a commission on the prescription from



the druggist is a combination of a business and professional man that may command success but never respect.

#### ERRORS OF DOCTORS.

It is bad policy to speak of the errors, typographical slips, or otherwise made by doctors in prescribing. It ought not to be necessary to emphasize this, and yet physicians often complain bitterly of the publicity given to their small mistakes. It is the part of wisdom and conducive to business prosperity to let the doctor feel that any error of his discovered by the druggist goes no further. By adopting this line of conduct the druggist lays a good foundation for permanent confidence.

#### ACCOUNTS WITH DOCTORS.

The doctor's personal account has some bearing on his relations with the druggist, and yet it is a subject about which it is difficult to generalize effectively. As a general thing a discount on the bills of physicians is looked for. In return for what services a doctor may render a druggist in the way of business he will expect to be able to purchase goods at a lower rate than an ordinary customer.

#### ADVERTISING TO PHYSICIANS.

It is well to keep the doctor well informed about one's business. This may be done in several ways; by sending samples of your own preparations and samples of U. S. P. articles to advertise your ability as a manufacturer, or by notifying them of new remedies as they are stocked. In these days of new remedies many opportunities are afforded of advertising in this way. A large amount of literature descriptive of new remedies and their application to disease is published and sent out during the year. The various notes, circulars and pamphlets should be preserved, either in a bill file or index box. When a fair collection has accumulated write and tell the doctors what you are doing, offer to look up particulars of any new remedy at any time and offer them the use of your file for reference. In this connection the drug journals should be scanned closely for information bearing on recent additions to the materia medica.

#### Calcium Iodate as an Iodoform Substitute.—

Calcium iodate, or as it is sometimes termed "calcinol," is an iodine compound containing 51 per cent. of iodine and 16 per cent. of available oxygen. On contact with putrescible organic matter, whether in acid or alkaline media, like other iodates, it slowly liberates iodine. It acts more as a destroyer of the products of bacterial life than as a bactericide of any decided degree of potency. But it does inhibit bacterial growth. According to Mackie (*N. Y. Med. Jour.*) the salt is prepared by adding a sufficient quantity of a filtered solution of bleaching powder to a dilute aqueous solution of iodine and potassium iodide to completely decolorise the liquid. Allow to stand, add a small quantity of dilute hydrochloric acid to dissolve any carbonate of calcium present, throw on a filter, wash the precipitate twice with cold water and dry on bibulous paper at a temperature not exceeding 100 degrees C. It is a tasteless, odorless, crystalline powder soluble in 380 parts of water. Internally the dose is 3 to 4 grains.

**To Rid Crude Drugs of Insects.**—W. A. Knight recommends that the drugs be placed in tightly stoppered vessels, and a few drops of carbon bisulphide, sufficient to charge the vessel with vapor, poured in. This will kill any larva or adult beetle. After allowing the eggs to develop the process should be repeated if any larvæ are found to be present. A few hours' exposure in the open air will rid the drugs of the carbon bisulphide.

## A SUGGESTION FOR THE MODIFICATION OF THE WAR TAX.

BY CLAY W. HOLMES, ELMIRA, N. Y.

IT would seem to the careful student of affairs that there might be a way of raising a revenue, adequate not only to the extinguishment of the war debt, but also to the constant reduction of the national debt, in a way which would not be oppressive to any particular class or to the public at large. It is a fact, as things have always existed, that the druggist has been the down-trodden victim of all revenue legislation. It was so in the Civil War Revenue Act, it has been even more so under the present law.

In the first place, alcohol, an indispensable factor in almost every galenical preparation, and in the manufacture of many chemical products, is taxed to a degree which more than quadruples the cost of nearly all mixtures into the composition of which it enters, causing it to become a direct burden on the poor patients, to say nothing of the druggist. Then the proprietary tax heaped on this is an inexcusable injustice. Had all the patent food products and package goods been similarly taxed the revenue from Schedule B would have been quadrupled. It seems only a maudlin sentiment which relieved these package goods from taxation. The proper tax levied upon them would not have fallen upon the consumer, but upon a class of trade not taxed at all under the present law.

We concede that it is perfectly proper to tax alcohol, but altogether more fitting to tax liquors, beer and tobacco. Let the luxuries pay the revenue, and then no one would suffer. In the present condition a reduction of the beer tax relieves none but the poor, down-trodden (?) brewer, who perchance has not been able to make quite so much under the present tax, but he still lives in the lap of luxury, and the poor workingman is paying the bill. How much more fitting it would be to reduce the tax on alcohol used in the manufacture of galenical preparations by the druggist, and in the arts. This would at once relieve the burden which is now being paid by the poor unfortunates who are compelled to buy medicines.

#### THE PLAN

we set out to propose for the general relief is embodied in the following suggestions: Let the tax on beer and tobacco alone. Reduce instead the tax on alcohol used medicinally and in the arts. Do away with the tax on all documents, which is a nuisance and burden to business everywhere. Abolish Schedule B entire, and in its stead introduce a new section placing a tax of one-tenth of a cent upon every package of any patent or proprietary article which is put up in packages for the market, be it food, medicine or what not. Let the Government make a private die for each manufacturer who desires to use one, without cost to the manufacturer, and from it supply stamps in \$100 lots at 5 per cent. discount, in \$500 lots at 10 per cent. and \$1,000 lots at 20 per cent. discount. Such a stamp upon packages claiming a proprietary right would become the best known protection from infringement, far superior to any trade-mark which the Government has ever issued, and the price paid for protection would be so small that no manufacturer would be burdened by it, and he could not advance his prices to the trade on account of it. When such a law is enacted, the revenue from Schedule B, including all package goods of whatever size, kind or nature, would be at least five times as much as it is now with the heavy graded tax on medicinal articles alone. This tax should cover soaps, plasters and every description of article in packages about which there is the slightest claim to proprietary right. This would be a justifiable

inland revenue, paid by the parties whom the law originally intended to tax, but because of the excess the present tax was shifted from their shoulders to the druggist. It would not be unjust in any way. Being a nominal tax based upon proprietary protection rather than value, the manufacturer should cheerfully pay it for the protection such stampage would give his goods in case of infringement.

### PRACTICAL POLITICS APPLIED TO PHARMACY LEGISLATION.\*

IT is especially fitting that the Philadelphia College of Pharmacy should take an active part in the discussion and advocacy of pharmacy legislation, since this institution may properly be regarded as the godmother of practically all the existing pharmacy laws in the United States. Our present laws are largely built upon the American Pharmaceutical Association model of 1869, which was mainly prepared by a member of the faculty of this institution, and was discussed and approved by the college before it was presented to the association. This model is often referred to as if it were a mere copy of the English statute of 1868, but aside from the fact that, like the English law, it sought to restrict the practice of pharmacy to registered persons, it was built upon wholly original lines, and proposed an entirely different form of machinery for carrying the law into effect.

#### THE AWAKENING OF PHARMACY.

It must be evident to every observer of pharmaceutical affairs that we are in the midst of an extraordinary movement that promises to place the practice of pharmacy upon an entirely different footing from that which it has hitherto occupied.

After a long lethargy the pharmacists of the United States are apparently just awakening to the fact that collectively they are capable of exerting a tremendous force in securing for themselves a position in the social and economic scale more befitting the service they render society than they have enjoyed in the past.

#### THE INCREASING ACTIVITY IN PHARMACY LEGISLATION.

One of the most important features of this awakening of the pharmaceutical body politic is the gradual evolution, through the joint efforts of the courts and legislatures, of a rational system of pharmaceutical jurisprudence; one which shall protect the public interest without imposing upon the natural and constitutional rights of the pharmacist, and which shall secure to the latter the opportunity of exercising his calling with the hope of reasonable profit, without infringing upon the rights of the public.

#### THE OBSTACLES TO PHARMACY LEGISLATION.

While we have heard much concerning the opposition of legislators to the enactment of appropriate pharmacy laws, it is the writer's opinion, based upon actual experience in advocating measures before the General Assembly, that the prime difficulty in the way of pharmacy legislation is the active or passive opposition of pharmacists themselves.

This opposition is of three kinds:

(1) The opposition of those who, without knowing why, stupidly imagine that the law will in some way interfere with their business, or who, being conscious of their own unfitness, or that they are conducting their business in an immoral or improper manner, are opposed

to any measures which might possibly interfere with them.

(2) The opposition, or what amounts to such, of those pharmacists who insist upon extreme or radical provisions which, if inserted in the measure, would most likely secure its defeat before the assembly, or, if it should chance to be enacted, would endanger it in the courts because of its interference with constitutional provisions. The overcoming of this species of opposition, for such it is in effect, is especially difficult from the fact that it comes from those who claim to be friends of the pharmacy law and therefore entitled to especial consideration.

(3) The third obstacle is found in the great mass of druggists who are poorly informed as to the nature of the legislation which should be sought, or are indifferent to the whole subject. These, when asked, generally profess to be in favor of pharmacy legislation, but limit their efforts in this respect to criticising the measures prepared by others, and count themselves liberal supporters of a bill if they do not openly oppose it.

Thus it appears that those who advocate the reform of the pharmacy laws must first overcome the opposition of those members of their own profession who are totally opposed to such legislation, must defeat the mischievous efforts of those who are in favor of radical and impractical provisions, must be able to carry with them the dead weight of the great number who are entirely indifferent, and then must still have left sufficient energy to beat down the opposition from the extra-pharmaceutical forces which are naturally expected to array themselves against such reforms.

#### LEGISLATION SHOULD BE UNDER CONTROL OF THE STATE ASSOCIATION.

Without stopping to argue the point, it is taken for granted that the State Pharmaceutical Association should assume the initiative, and should have full control and direction of all legislation affecting pharmacy. This organization is properly regarded as representing the best elements of the profession in the State, and as probably expressing in the measures prepared by it the consensus of opinion of the druggists of the commonwealth, and its representatives, if they proceed discreetly, will be accorded a degree of attention by legislatures and by legislative committees that individuals or local societies could not expect to receive.

#### THE FORM OF LAW TO BE INTRODUCED.

If an entirely new law is to be submitted to the General Assembly, it should be modeled on the lines of the draft approved by the American Pharmaceutical Association at its meeting at Richmond in 1900, and whatever changes are made in this should be inserted by a competent attorney, who has been employed to give the matter his careful attention. If this is not done the probability is that some inconsistency will be introduced which will ruin the chances of the measure before the legislature, or render it useless if passed. Many a good measure has failed of enactment because of the presence of a single objectionable clause or phrase.

#### AMENDMENTS.

As amendments to a bill after it has entered upon its legislative course are almost always dangerous, and frequently fatal, it should, before its introduction, be brought as nearly as possible into the shape in which it will have the best chance of passing. Those who insist upon the insertion of radical provisions, with the argument that if the legislature does not like them they can be stricken out, should have their attention called to the fact that the

\* Abstract of a paper read at the Pharmaceutical meeting of the Philadelphia College of Pharmacy, January 15, 1901.



amendment of a bill while in the act of going through the legislature always means delay, and more often than not it means defeat. Bills in the legislature cannot be amended with the same readiness that they can in a debating society or in a pharmaceutical association. "Referred back to committee for amendment" has been the epitaph of many a brave pharmacy bill which, if properly prepared in the first place, would have had bright prospects of enactment. All provisions likely to imperil the bill should be rigorously excluded, and if of sufficient importance may afterward be introduced into the Assembly as separate measures.

#### WORK UPON THE ABSENTEES AND NON-MEMBERS.

Immediately following the adjournment of the State meeting a circular letter should be addressed to the druggists of the State, whether members of the association or not, stating briefly what has been done and asking their co-operation in securing the passage of the bill. The principal changes proposed in the law should be explained, and care should be taken to state that the interests of those already in business will not be affected deleteriously by its enactment. The circular should be conciliatory in tone, and calculated to allay the opposition of those druggists who are always on the alert to discover evil in measures proposed by others than themselves.

#### SELECTING A SPONSOR FOR THE BILL.

The next important step is the selection of the proper person to introduce the bill into the General Assembly. This is a matter of vital importance, since a mistake in the selection of a champion may jeopardize or even defeat the measure.

In fixing upon the proper person to introduce the bill the following considerations should be kept in mind:

He should be a man of learning and ability, popular with his associates and preferably one who has had prior legislative experience.

He should be personally interested in the bill, a believer in its merits, and willing to devote time and energy toward securing its enactment.

He should be a member of a strong delegation—i. e., should be from some city or district which has a large representation in the General Assembly. As a member can usually command the unanimous support of his own delegation, and as the influence of a large delegation is important, other delegations having measures to pass will be chary of opposing the pharmacy bill.

The bill should be first introduced into that branch of the General Assembly which it would have the most difficulty in passing if much opposition be manifested. This is recommended for the reason that the opposition will not at first have had time to organize their forces, and also because those who are opposed to legislative measures generally make their greatest effort when the bill is put upon its final passage. If the bill is successful in this part of its course it will have added prestige and the advantage of being in the house of its friends when the strongest assault is made upon it.

#### WORK AFTER THE BILL IS INTRODUCED.

The real work begins after the bill has been introduced into the General Assembly. This work is to convert a majority of the members of both houses to the belief that the bill is a clean, honest measure, that its enactment will prove a public benefit, and that it is generally desired throughout the State by those who are in the practice of pharmacy. If this impression can be made upon the minds of a majority of the Assemblymen, success is assured. . . .

Among the most efficient means of favorably influencing the members of the legislature are the following:

(1) Resolutions by local associations and the colleges. Every pharmaceutical association and every college and school of pharmacy in the State should meet and adopt resolutions in favor of the bill, and forward them to the delegation from the county or district in which the society or college is located.

(2) Personal letters from prominent pharmacists in every part of the State to the members from their respective districts, soliciting their support. Nothing is so effective with a member of the Assembly as a letter, or several of them, from one or more of his constituents. It matters but little what the form of the letter is, provided it expresses the fact that its writer is in favor of the measure and desires his Representative and Senator to support it. Even if the member has previously made up his mind to oppose the bill he will oppose it less vigorously, or possibly not at all, if he receives a few letters from his constituents in its favor. . . .

#### THE USE OF MONEY IN THE LEGISLATURE.

In the writer's opinion the corrupt use of money in the legislature is not only wholly unnecessary, but harmful. The men who will accept it are generally well understood by their fellow-members, and the honesty of a bill is at once open to suspicion when such men become active in its support. They really possess very little influence beyond the partners with whom they work. No greater mistake can be made by the promoters of a bill than to secure the championship of these men. If they are willing to vote for the bill, well and good, but their active support should not be solicited, as it is more likely to injure than to benefit. If any attempt is made to extort money it should be met by the statement that the committee is without funds for this purpose. If one such demand is complied with the recipient passes the word along to his brother pirates, and then each one will demand a share of the blood money, while if the impression is given out from the start that the committee has no money to spend, they will be spared the annoyance of having to refuse corrupt solicitations. . . .

#### DANGER OF OVERCONFIDENCE.

A danger to be specially guarded against is overconfidence on the part of the committee. It will frequently happen that the opposition is so well concealed that it may appear as if the bill would pass by a nearly unanimous vote, but if the committee permits itself to be influenced by these appearances the chances are that it will awaken some morning and find that some sharp old campaigner has put the bill into a corner whence it cannot be extricated during the remainder of the session. The only safety lies in unrelenting vigilance until the law is upon the statute books. Bills have failed, even after passing both branches of the legislature, because of a failure of the proper officers to sign the record.

In the foregoing the writer has endeavored to give a homely and matter of fact statement of his opinion as to the best method of procuring the needed reforms in pharmacy legislation, which opinion is based upon actual experience in the advocacy of measures before committees of the General Assembly.

The conclusions at which we have arrived may be recapitulated as follows:

The movement for pharmacy legislation should be made by the State Pharmaceutical Association, since this is the organization best calculated to reach and influence the druggists in all portions of the State, and is the one whose indorsement is most effective with the legislature.

The campaign should be begun by a special meeting of the association for the purpose of thoroughly discussing a draft of the proposed law, and unifying opinion upon its sections, electing the special committee which is to look after its interests, and to provide funds for necessary expenses.

The bill should be along the lines suggested by the American Pharmaceutical Association model, should be finally pronounced upon and put in shape by a competent attorney, and should not seek to secure special privileges to the pharmacist in opposition to the general public or to the rights of the physician.

The draft should be put in the shape in which it can reasonably be expected to pass before it is introduced into the General Assembly. Those who have extreme measures to advocate should be compelled to withhold them until the principal part of the law is enacted, and then bring them in as new bills.

The special advocacy of the bill before the General Assembly should be in the hands of a Committee on Legislation, the members of which should be specially selected because of their fitness for the work.

The bill should be introduced by a strong member of a strong delegation, because of the vote-getting influence of such delegations.

The existence of the bill and the arguments in its favor should be brought to the attention of the members of the legislature individually by the Committee on Legislation.

All the pharmaceutical colleges and local pharmaceutical associations should meet and adopt special resolutions in favor of the bill, which should be communicated to the legislative delegations from their respective districts.

As many as possible of the influential druggists in different parts of the State should be induced to write their Senator or Representative indorsing the measure.

If any demand is made for money in exchange for legislative influence the committee should reply that the measure is for the public good, and that no funds are available for such expenditures.

Newspaper discussion of the bill should not be encouraged, unless the bill is first attacked through the public prints, when a suitable reply should be made.

The committee should not permit itself to become overconfident as to success, and should never relax its efforts until the bill has received the signatures of the officers of the last House through which it passed.

When a pharmacist produces a new formula he must expect the question, "What evidence have you that your formula will work?" and the same question may properly be asked concerning the plan proposed by the present paper. The answer is that it has had a practical trial and has been eminently successful. For years the pharmacists of Ohio tried in the usual desultory fashion to procure an amendment of their pharmacy law, meeting with worse defeat at each succeeding session of the legislature. Three years ago a new attempt was made. The programme which has just been outlined was followed in detail, beginning with a special session of the State Association to consider the draft of the proposed law, and followed by constant and systematic work on the part of the Committee on Legislation. Not a cent of money was spent in the legislature or with the newspapers, and although the measure was more bitterly fought than any of its predecessors, it passed both branches of the General Assembly without the change of so much as a punctuation point.

From the experience gained in that and other contests, the writer is convinced that, given a good draft of a law, a good Committee on Legislation, and systematic work

along the lines which have been indicated, a pharmacy law can be passed in any State in the Union, or at least that a failure to secure its enactment would be due to extraordinary and very unusual conditions.

## GATHERED FORMULAS.

(Continued from page 9.)

### From the Hamburg Unofficial Formulary.

The medical society of Hamburg, Germany, recently published a formulary of unofficial preparations from which the following formulas are taken:

#### ZINC OXIDE PASTE.

	Parts.
Infusorial earth.....	5
Zinc oxide.....	25
Benzoinated lard.....	70

#### SOFT ZINC PASTE.

	Parts.
Precipitated calcium carbonate.....	25
Zinc oxide.....	25
Linseed oil.....	25
Lime water.....	25

#### COMPOUND ZINC PASTE.

	Parts.
Zinc oxide paste.....	50
Soft zinc oxide paste.....	50

#### HEIDELBERG HAIR WATER.

	Grammes.
Mercuric chloride.....	0.2
Distilled water.....	50
Alcohol.....	150
Glycerin.....	20
Hoffman's life balsam*.....	20

\* Hoffman's Life Balsam.—Oil of orange flowers, oil of clove, oil of cinnamon, oil of lemon, oil of lavender and oil of mace, of each 1 part; Peru balsam, 8 parts; alcohol, 240 parts.

#### COMPOUND CHRYSAROBIN OINTMENT.

	Parts.
Salicylic acid.....	2
Chrysarobin.....	5
Ichthylol.....	5
Petrolatum.....	88

#### COMPOUND PYROGALLIC OINTMENT.

	Parts.
Salicylic acid.....	2
Pyrogallie acid.....	5
Ichthylol.....	5
Petrolatum.....	88

#### COMPOUND RESORCIN OINTMENT.

	Parts.
Salicylic acid.....	2
Resorcin.....	5
Ichthylol.....	5
Petrolatum.....	88

#### LIQUOR FERRI CUM CACAO.

	Parts.
Cocoa, powdered.....	20
Alcohol.....	240
Syrup of chloride of iron (6.6 per cent.).....	88
Syrup.....	240
Tincture of orange peel.....	3
Aromatic tincture.....	1.5
Tincture of vanilla.....	1.5
Acetic ether.....	a sufficient quantity
Water.....	a sufficient quantity

Digest the cocoa and 240 parts of water and the alcohol for three days, shaking frequently, filter and to the filtrate add the remaining ingredients with sufficient water to bring the weight of the whole up to 100 Gms.

# Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Bulletin of Pharmacy, January, 1901.

**A Line of Specialties.** By B. S. Cooban.—In selling pharmaceutical preparations it must be borne in mind that the directions on the same may or may not be followed. Caution must therefore be exercised in putting up headache powders, so that they contain a minimum of deleterious substances, since after the package leaves the druggist's hands it is beyond his control. Most of the headache powders contain too much acetanilid, which is a heart depressant. Caffeine is a physiological antidote to acetanilid so far as its action upon the heart is concerned, and it should be used in any formula in which acetanilid appears. Phenacetin is a safer analgesic. The following formulas make a satisfactory combination:

Phenacetin .....	drachms 4
Olfated caffeine.....	drachm 1
Sugar of milk.....	drachms 6

Mix and divide into ten-grain powders.

Two powders are to be placed in an envelope and sold for ten cents. Made according to above formula the powders will cost, including stamps, twenty-five cents a dozen.

One gross of boxes and one dozen box easels will cost \$3, putting eight powders in a box, the cost, including stamps, will be about \$1.34 per dozen.

Acetanilid .....	drachms 7
Sodium bicarbonate.....	drachms 2
Caffeine (alkaloid).....	drachms 1
Extract belladonna.....	grains 5

Mix and divide into five-grain powders.

This formula furnishes a much cheaper product. These powders put up in the same style as those under the previous formula, would cost, in the ten-cent size, about fifteen cents a dozen; and in the twenty-five-cent size less than fifty cents per dozen boxes.

Caution should be exercised about selling either preparation to individuals with weak hearts. Suitable window displays and advertisements are suggested to promote the sale of the powders.

**Admission of the Unfit.**—Views of representative pharmacists and teachers on the vital subjects of "What the Colleges Should Demand of Every Beginner," "Whom They Should Exclude," "The Right Measure of General and Preparatory Education" and "The Great Evils Which Spring From Low Entrance Requirements." Lucius B. Sayre.—"There should be an age qualification for entrance, and the management should have the right at any time to 'turn down' any one who has manifestly mistaken his calling, or who is not making the most of his opportunities." As to students lacking proper entrance qualifications Professor Sayre favors giving thoughtful and earnest students a chance not as "regulars," but as special students, and subjecting them to the necessary examinations at the end of the course, and according to them a diploma, if successful. Frank X. Moerk.—"Rigid entrance examination would necessarily improve and elevate the standard of the graduates, but will not prevent the influx of undesirable material which is only interested in itself and cares nothing for the elevation and progress of pharmacy as a profession. He favors State board examinations in the elementary branches before allowing the time spent in the store to count as experience." Adolf G. Vogeler.—"With fully equipped pharmacy schools attached to our State universities, and a

diploma equivalent to the requirements of those institutions made a prerequisite to admission to examination by the Board of Pharmacy, the pace would be set for all competing colleges and schools. This would mean, of course, the completion of a high school course and at least two years in the university course. . . . For the present we must content ourselves with the good grammar school education." Edward Kremers.—"Make the standard of preparation the same for the pharmaceutical student as for the general science student in the respective States.

If this more rigid educational requirement for admission will do away with the two or more years of drug store experience before graduation, by all means let that traditional requirement disappear. . . . This practical experience requirement before graduation, more than any one factor, is now in the way of demanding a better entrance requirement." There is some difference of opinion as to the degree of responsibility for lack of proper education among pharmacists; whether the fault is due to the colleges or boards of pharmacy. Among those contributing their opinions are such well-known instructors as Professors Whelpley, Wulling, Beal, Anderson, Kauffman, Eccles, and several others.

**Prescription Pharmacist.**—Frederick E. Whitcomb, Ph.G., now living and practicing pharmacy in St. Louis, Mo., presents a unique example of a successful pharmacist who has built up a large and profitable business on "No counter prescribing." Strict adherence to this policy won for him the support of the physicians as well as the public.

**Gold Paint.** By W. A. Dawson.—Durable and brilliant gold paints are made from fine flake bronze powders mixed in celluloid varnish. The varnish is prepared by dissolving about 5 per cent. of celluloid in amyl acetate. A good formula being the following:

Transparent celluloid, finely shredded.....oz.	1
Acetone.....	sufficient quantity
Amyl acetate, to make.....oz.	20

Digest the celluloid in the acetone until dissolved, and then add the amyl acetate. The above quantity is sufficient for 1 to 4 ounces of flake bronze. For silver paint use flake aluminum bronze powder.

**Pharmacy in the Philippines.**—According to a special correspondent of the *Oil, Paint and Drug Reporter* there are excellent opportunities for druggists in the Philippines, as there are many cities outside of Manila and Iloilo in great need of pharmacists, who could ply their profession there for years to come with little or no competition.

New England Druggist, January 1901.

**What Knowledge is of Most Worth?** By Professor W. A. Jackman.—Professor Jackman, in commenting on the education of pharmacists and the imperative necessity to choose between what must be mastered, what simply noted, and what ignored, certainly touches upon a timely subject. The educational features are too often distorted through particular fads of the instructor to the result that much of the student's time is wasted on the relatively unimportant. "The" irrelevant facts that the student is made to consider have their place, and may be of scientific value—to some one else—but if they are to have no practical bearing on the student's after life it becomes, especially in short technical courses, little less

than a crime to squander the time of the possibly poor and struggling student with the relatively useless to the exclusion of the useful and essential. The student should be fitted by his study for the practical discharge of his responsible future duties. His education should fit the pharmacist to be a "competent compounder and safe dispenser." The author deplores the utter incompetency of some of the systems of board examinations in putting irrelevant catch questions and in insisting upon the repetition from memory of complicated formulas which any one of ordinary intelligence would follow by referring to the standard text books. No doubt too much insistence is put upon committing to memory the exact quantity of the different ingredients and details of manipulation of the manufacture of certain preparations. Although the author justly points out many apparent defects, some definite suggestions as to what and how much to teach the student would have tended to bring us nearer the goal than to dismiss the subject with "at the present time the competent compounder and dispenser must needs especially thoroughly know chemistry—thoroughly, or he will not and cannot use it when occasion demands."

National Druggist, January 1, 1901.

*The United States as a Competitor in the Drug Business.*—The policy of the Department of Agriculture in furnishing blackleg vaccine for free distribution to the farmers of the United States is severely criticised on the ground that this work has long since passed the experimental stage, and that to continue to furnish this virus free of cost is to bring the Government into an unfair competition with private individuals who have engaged in the manufacture of this virus.

*Hydrogen as a Standard for Atomic Weights.*—Dr. Gustavus Hinrichs discusses at some length the proposed adoption of hydrogen as the unit of value for the calculation of atomic weights, bitterly arraiging the chemists of the Smithsonian Institution and the Department of the Interior for the stand taken by them. He attacks Morley's conclusions as published in 1895 by the Smithsonian Institution, saying that Morley has presented no evidence that the hydrogen which he used in making his determinations was pure. This article is followed by a note from Dr. Schweitzer, Secretary of the New York Section of the Society of Chemical Industry, introducing a letter written to him by Dr. F. W. Clarke, Chief Chemist of the United States Geological Survey, presenting his views on the question of atomic weights as discussed by Dr. Hinrichs in the series of articles published in the *National Druggist*, and reprinted in recent numbers of the *AMERICAN DRUGGIST*. This is replied to in polemical vein by Dr. Hinrichs.

*Plants That Kill.*—This article is a conclusion of an abstract from the *Journal de Hygiene*, in which brief descriptions are given of the more commonly occurring poisonous plants. In concluding the article, the following advice is given: "In all cases call a physician, but, in the meantime, empty the stomach with an emetic first, then empty, if possible, the bowels with an active cathartic as rapid and energetic as possible consistent with safety. For the rest rely on the physician. Finally, and in conclusion, inspire in your children a holy horror of all vegetables with which they are not entirely familiar. Let them regard every strange (or familiar) growth as poisonous until they learn better. Let this lesson be instilled into them from the earliest age. This is the safest, and therefore the sagest, advice. As for adults, we may say to them that all wild plants suitable for alimentation have been domesticated by man, and that everything that still remains in a state of nature is useless as an aliment, or is

poisonous. This dictum may be, scientifically regarded, somewhat absolute, but, practically, it is salutary, and therefore sensibly equivalent to the truth."—"Equivalent to the truth" is rather novel.]

*The Marquise de Brinvilliers—the Most Infamous Poisoner of All Past Time.*—This article, which is reprinted from the *London Practitioner*, gives an interesting account of this most marvelously wicked woman, who set about poisoning her father in order to revenge herself upon him, and at the same time inherit his property. Preparatory to doing this she visited the hospitals and administered her different poisons to patients under the guise of delicacies, with a view to observing their effects. She eventually poisoned her father by the use of arsenic, his sufferings extending over eight months. Later she poisoned two brothers and a large number of other people.

*The History of Alcohol.*—This is the first part of an article translated from the *Pharmaceutische Centralhalle*, written by Dr. B. Newman, of Darmstadt. The introductory portion of the article embraces many historical references which are interesting. The history is brought down in this number to the year 1524.

Western Druggist, January, 1901.

*Therapo-Pharmacy of Solid Preparations for External Use.—II.—Suppositories.* By C. S. N. Hallberg.—The history of this form of medication is briefly touched upon, the credit for the introduction of the use of cacao butter being given to the late Alfred B. Taylor, of Philadelphia. The author recommends that the weight of the rectal suppository should be increased at least 2 drams. The formulas for suppositories as given in the British Pharmacopœia and in the French Codex are both printed, the various kinds of suppositories considered and the fact brought out that probably the best vehicle for rectal suppositories is cacao butter, and for urethral and vaginal suppositories an emulsion of cacao butter as proposed by Pritzker as follows:

	Parts.
Cacao butter.....	10
Water .....	5
Powdered acacia.....	5
Glycerin .....	2.5

Melt the cacao butter, pour into a warm mortar, add the powdered acacia and water, triturate, and add the glycerin, then set aside until the whole has assumed a firm consistence. When called upon to dispense suppositories or bougies, triturate the medicament ordered with a little glycerin, then incorporate this with a sufficient quantity of the mass to make suppository of the required size. This mass may be worked either by molding by hand or by means of a pressure suppository machine.

*Methods of Doing Business.*—The author who writes under the *nom de plume* of "Sam Bucus," lays down the general principles which should govern the person engaging in the drug business. In conclusion he urges upon the reader the necessity for constant study, advising him to take and read several leading pharmaceutical journals. One single article in a certain journal read by the author was put into practical use, and we are assured, "has put hundreds of dollars into his pockets."

*Small Things.* By Edward P. Higby.—The author urges the necessity for attention to various small things which conduce to economy of time and improvement in methods. He advises the use of plain figures in marking prices, and insists upon having everything in the store plainly marked with its price. He suggests that instead of keeping all the labels in one draw, the labels for each article should be kept where that particular article is kept

in stock. He recommends the following method of keeping the suppository machine; fasten the machine upon a piece of heavy board wide enough to put the machine on lengthwise, and about 10 inches longer than the width of the shelf or table beneath which it is to be placed. Hinge one end of it securely underneath the top of the table, fasten the machine on the other end of the board, and when it is desired to use the machine swing it forward and upward, and secure it in place by means of a bolt passing through the board and the counter or table. The author also proposes a device consisting of a series of sliding shelves for storing the stock of pills.

**How to Foster the Cigar Trade.**—A. E. Pratt gives some very sensible advice upon the handling of the cigar trade. He urges that each box of cigars be plainly labeled with the price of its contents; that the moistening apparatus used be so placed as to be visible to the customer, serving in some sort as an advertisement; that the boxes be placed crosswise instead of lengthwise as is ordinarily done in the case, the covers being kept upright by means of a brad driven part of the way into the hinge of the cover when it is closed. He says avoid anything costing less than \$35 per thousand; avoid all schemes save the nickel in the slot machine, which the author commends, but which commendation is repudiated by the editor. There is no advantage in having an exclusive "cigar;" and finally the author urges both the proprietor and the clerk to let the customers do all the smoking.

*Druggists' Circular, January, 1901.*

(Continued from page 12.)

**Improved Retort Stand.** By Professor L. E. Sayre.—Acting on the suggestions of Messrs. Haverhill and Langworthy, Professor Sayre has improved upon the "clamp retort stand" described in the PHARMACEUTICAL RECORD for 1888, page 114. The stand, by being clamped to the table or shelf, does away with the necessity of a heavy base to make it firm, and economizes in space. The essential feature of the stand is the combination clamp which is forked at the top, and with the extra large cap of the thumbscrew enables a firm and rigid fastening to the table or shelf. By means of a thumbscrew in the back of the clamp the rod supporting the retort rings may be fastened and adjusted to suit the convenience of the operator. The advantages of the clamp retort stand are threefold: (1) It is easily adjusted. (2) It is rigid and cannot be overturned. (3) It occupies very little space on the working table and can readily be put out of the way when not in use.

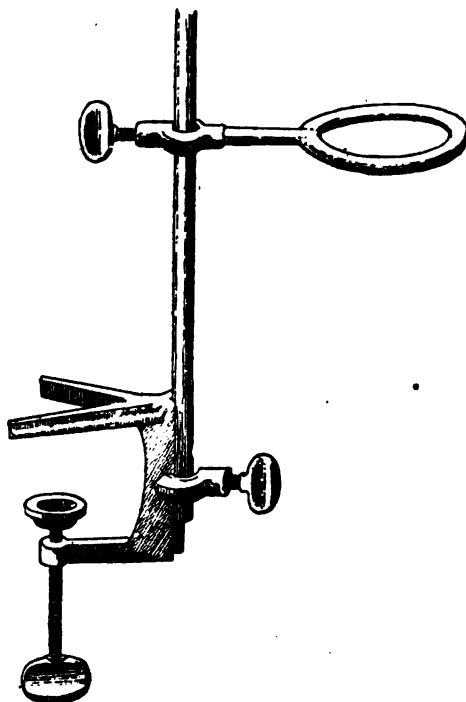
**Glycerin Suppositories.** Professor L. E. Sayre furnishes the following formula for glycerin suppositories:

Glycerin .....	grams 300
Sodium carbonate.....	grams 8
Stearic acid.....	grams 10

Mix the ingredients as directed by the Pharmacopœia and form into suppositories of suitable size. They should be introduced at once into glass tubes or wrapped in paraffin paper.

**Treatment of the "Clerk."** By Joseph F. Hostelley.—Some good advice is interestingly given. While the average pharmacist expects to be considered an integral part of the business department in accordance with his true value and the influence he has toward creating patronage and popularizing a pharmacy, employers would profit by recognizing this spirit, and by kind and courteous treatment make the clerk feel that he is an important feature in the management of the pharmacy. "A clerk intellectually or otherwise unworthy his hire is a hindrance rather than a help—a detriment to progress, a put

back to achievement. If yours is a model clerk, treat him well, give him his dues, encourage and speak to him kindly. Be he a man of methods little liked by yourself or the public—seek an assistant to fill the vacancy." "Do not keep clerks ever conscious of the fact that you are boss." Let liberality in the treatment of the employed be an incentive toward greater effort and personal interest, and give credit when and where credit is due.



Sayre's Clamp Retort Stand.

**The Art and Law of Merchandising.** By William L. Perkins.—The purpose of this series of papers is to suggest and explain the simplest and most approved practical business methods, to explain some of the ordinary commercial transactions and certain elementary principles of mercantile law—"the law merchant." The author states that the pharmacist must "be an adept in the venerable art of merchandizing," and that the mere scientific curricula of the schools of pharmacy do not suffice. With a knowledge of arithmetic as a fundamental asset the series of articles is logically suggested in the order of a "system of bookkeeping," the subject of credits and "commercial law." Of the general object of the articles thus briefly shown, a topical outline is presented.

*Pharmaceutical Era, December 27, 1900; January 3 and January 10.*

**Advertising a Retail Drug Store.**—A prize paper by E. W. Sacksteder, read at the last annual meeting of the Wisconsin Pharmaceutical Association. The author gives some general rules applying to the advertising of a drug store. Persistent systematic advertising is especially advocated. Truthfulness in statements is an essential. The more important methods are stated in a general way. All wrapping paper should bear the imprint of the store. Tastefully dressed windows, showing a line of goods bearing price cards is referred to as a powerful factor in store dressing. The value of newspaper advertising is duly impressed. The use of booklets and circulars, and the distribution of novelties, useful articles, as calendars, fans, etc., is recommended.

**How to Increase the Sale of Perfume.**—This is another prize paper of the Wisconsin Pharmaceutical As-



sociation. It is by C. J. Sacksteder. The chief point made in it besides advocating window displays of perfumes is to advertise a given odor by scenting some public building, such as an opera house, and posting placards in conspicuous places (inside the building presumably) announcing that the house had been perfumed by —. A blotter scented with the perfume and giving the name of it is recommended to be placed on the seats.

*To Make the Soda Fountain Pay.* By Julius Koenig.—General directions are given for the management of a soda fountain, and suggestions are made regarding the introduction of new syrups.

*What Can Be Done for the Drug Clerk?*—This is a paper borrowed from the *New Idea* for November. The chief panacea for all the ills that afflict the drug clerk is stated to be organization.

*Business Morality.*—An address delivered by John R. Ainsley before the National Association of Credit Men, June 12, 1900. Instances are narrated of dishonesty in business dealings, and the advantages of commercial honesty and strict attention to business are insisted upon and brought out in an interesting way.

*The Study of Chemistry.* By Dr. Grossman.—This is the address of the chairman of the Manchester (Eng.) Section of the Society of Chemical Industry at a meeting held November 2. The paper is very lengthy, and does not lend itself to abstracting.

*The Indian and Colonial Addendum to the British Pharmacopœia.*—A list of the drugs enumerated in the text of the Addendum.

*Exposition of Some Chemical Theories.*—An abstract of the century article contributed by Professor William Ramsay to the *New York Sun*.

*Fruits: Their Forms and Modes of Dispersal.*—Reprint of a paper by B. Cockburn, Ph.C., as read before the Glasgow Chemists' and Druggists' Assistants' and Apprentices' Association, and printed in the *Pharmaceutical Journal*. The various factors concerned in the distribution of seeds, such as wind, water, animals and a propulsive mechanism in the animal itself are touched upon, and the methods of dissemination fully described.

*How to Keep Your Profits.*—An article descriptive of methods of bookkeeping applicable for druggists reprinted from *The Spatula*.

*The Pharmacist's Library.*—A reprint from the *Western Druggist*. The author, R. F. Ruppiller, does not attempt to name a catalogue of books suitable for a pharmacist's library, but describes in a general way what ought to constitute a library or the nucleus of a library. The *Pharmacopœia* is indicated first and following the dispensaries, text books on pharmacy, chemistry, materia medica, botany, microscopy, therapeutics, etc., used by the different colleges of pharmacy are referred to without being specifically named. The importance of having bound volumes of at least two pharmaceutical journals is emphasized. The author mentions the fact to deplore it that few pharmacists seem to realize the immense value of bound pharmaceutical journals as works of reference.

*Pharmaceutical Journal*, December 29, 1900, and January 5, 1901.

*The Manufacture of Ointments.* By Arthur W. Nunn.—To secure a smooth ointment after stirring till clear and allowing to set, the author recommends passing it through a No. 20 wire sieve. The sieve is placed over the ointment pot and the ointment rubbed through with a spatula. The result is a uniform ointment free from unpleasant lumps. The method is especially recom-

mended for paraffin ointment and boric ointment, though it may be applied to a large number of other ointments.

*Glucose as a Preservative of Syrup Ferrous Iodide.* By W. Lyon.—The preservative power of glucose in syrup of ferrous iodide is proved by the author, who instances the perfect appearance of a syrup six years old which had been made with the addition of glucose. He also describes a modification of the official method which he has used with good results. The iodine and iron wire are placed in a flask along with the requisite quantity of water and shaken until the flask becomes perceptibly warm. It is then placed in a current of cold water, and the agitation kept up until the iodine is entirely combined. The solution is then filtered into the syrup.

*The Microscope: Its Construction and Application.* By F. Noad Clark.—This is a brief non-technical description of the several parts of a microscope.

*An Autumn Tour in the Black Forest.* By F. Goldby.—An illustrated account of a week's rustication in the Black Forest Valley. The author took along with him a half plate camera adapted for stereoscopic work, and some excellent photographs of characteristic Schwarzwald scenery accompany the article, which, however, possesses no pharmaceutical interest.

*Coloration in Powdered Acacia.* F. H. Alcock has investigated the variation of color in different samples of powdered acacia. An emulsion of castor oil and oil of turpentine was made with various samples of powdered gum and compared with the same mixture made with mucilage of acacia which had been prepared with gum, believed to correspond accurately to the B. P. description, and subsequent classification. In all cases none of the powdered samples yielded a mixture entirely free from sediment of a brown color. The sediment appeared to be a mixture of vegetable debris and a little opaque material, probably of mineral origin. It is suggested that the words "powdered acacia should not contain more than 0.2 per cent. of matters insoluble in water," should be added in the B. P. monograph.

*The Botanical Source of Commercial Coca Leaves.*—E. M. Holmes, F.L.S., reviews in a continued article a paper on the botanical origin of coca leaves contributed by Professor H. H. Rusby, of New York, to the *Druggists' Circular*. Mr. Holmes shows that Professor Rusby has copied an error in Hooker's "Companion to the Botanical Magazine," from a work by Morris, and that the plant illustrated is intended *E. coca*, but owing to an error in redrawing the leaf is given a form differing from that peculiar to the Huanuco or Bolivian leaf of commerce, which it is intended to represent. The article by Mr. Holmes should be read in connection with the paper by Professor Rusby in the *Druggists' Circular* as both are important contributions to the economic study of coca leaves.

*Chemist and Druggist*, December 22, December 29, 1900, and January 5, 1901.

*The Sterilization of Instruments.*—The editor describes the experiments of a young Dutch surgeon on the reliability and rapidity of the action of the various methods of sterilizing. Although the most efficacious method is undoubtedly that of boiling the instruments, preferably in a 2 per cent. soda solution in a closed vessel, this method is apt to blunt the edges of knives and points of needles. He got the best results with spirit of soap, which killed within the space of fifteen minutes the *staphylococcus pyogenes* dried on the instruments. It is recommended to first place the instruments in the soap spirit for a quarter of an hour, and then rub them for not less

than half a minute with a cloth saturated with spirit of soap. It is desirable to place the instruments again in the soap bath for a quarter of an hour immediately before an operation, and either dry them with a sterilized linen cloth, or remove the soap by means of a solution of alcohol (50 per cent.), or a sterilized solution of boric acid.

*Estimation of Citral.*—E. J. Parry, B.S.C., F.I.C., reviews a report of Schimmel & Co. on his method for the estimation of citral in oil of lemon. Mr. Parry claims that his method yields more accurate results than any other yet published.

*Pharmacy and the Drug Trade in the Year 1900* is the title of an editorial article which reviews the legislation of the year pertaining to pharmacy, and touches on the year's achievements in practical pharmacy, pharmaceutical chemistry and pure chemistry. The course of the market is reviewed, and the fluctuations of the leading staple drugs described and accounted for.

*Liquores Concentrati, B. P.*—Frederick Bascombe, F.I.C., criticises the B. P. process for the preparation of concentrated liquors.

*British and Colonial Druggist, January 4.*

*Pharmaceutical Organisation in the Nineteenth Century.*—The editor traces the growth in pharmaceutical organizations during the century, touching in passing on the course of legislation affecting the practice of pharmacy.

*Argon and Its Companions.* By William Ramsay, F.R.S., and Morris W. Travers, D.Sc.—This is an extract of a paper read before the Royal Society, which describes the mode of isolating argon, metargon, kyrypton, helium and neon, and their properties.

*Repertoire de Pharmacie, January, 1901.*

*The Estimation of Fats in Milk.*—Professor Lézé recommends the method of Ramschen as improved in the laboratory of the school at Grignon by Fouard as being extremely practical and accurate within the necessary limitations. He prepares a mixture of 8 Gms. of caustic potash, 10 Cc. of commercial ammonia, 55 Cc. of ethyl alcohol and 15 Cc. of amyl alcohol. He dissolves the potash in the liquids and then adds a sufficient quantity of ammonia to bring the whole up to 100 Cc. The warm milk is treated with this mixture, no saponification occurring, and the fatty constituents separate out completely so that the volume can be readily measured. He proposes the use of a slender, long necked flask of 50 or 60 Cc., the neck of which is graduated in Cc. and fractions of a Cc. Into this he pours about 36 Cc. of milk and 10 Cc. of the above mixture, and heats in a water bath for about twelve minutes. The fatty constituents of the milk then rise to the surface and may readily be measured in the graduated neck of the tube at a temperature of about 40 degrees C. At this temperature the density of the fatty matter of butter is approximately 0.90. Consequently the weight is equal to the volume observed, multiplied by 0.90.

*Erysimin a Glucoside Contained in the Seed of the Hedge Mustard.*—Schlagdenhauffen and Reeb have found a bitter glucoside to which they have given the name erysimine. This was obtained by powdering the seed, treating with petroleum ether to remove the fatty matter, drying the residue, extracting with 95 per cent. alcohol and evaporating the alcoholic extract to dryness. In this way about 6 per cent. of extract is obtained. This is then dissolved in water, the solution filtered, the filtrate evaporated to a syrupy consistence and the glucoside precipitated by the addition of sodium sulphate. This forms a

pasty mass, which is again dissolved in water and reprecipitated by the addition of sodium sulphate. The crude glucoside is finally dissolved in alcohol, and after twenty-four hours the alcohol is filtered and evaporated to dryness. The residue is dissolved in water and precipitated with lead acetate; the excess of lead is removed with sulphuric acid; the solution neutralized with ammonia, evaporated to dryness; the residue redissolved in alcohol, evaporated to dryness again, and the glucoside thus obtained is in a state of comparative purity. The formula assigned to erysimine is  $C_{12}H_{21}O_6$ . The physiological action resembles that of digitaline—that is, it diminishes the heart beats and paralyzes the muscle. The aqueous infusion of the seed, as well as the alcoholic tincture contained in addition to erysimin an alkaloid which paralyzes the heart.

*Bolletino Chimico Farmaceutico, December, 1900.*

*Corrosive Sublimate Test for Ammonia.*—A solution of mercuric bichloride may be used to determine the presence of ammonia in water. The reaction is  $HgCl_2 + 2NH_3 = NH_4Cl + HgNH_2Cl$ . (or, according to Pesci  $2HgCl_2 + 4NH_3 = Hg_2NCl + 3NH_4Cl$ .) The white precipitate which results is ammonio-mercuric chloride. If the water contains calcium or other earthy bases the yellow mercuric oxide is formed thus:  $HgCl_2 + CaO = CaCl_2 + HgO$ . In order to eliminate this the writer proposes the following method: The mercuric precipitate is tested with some acetic acid without heating, and the test tube is quickly shaken. If the precipitate is ammonio-mercuric chloride it will dissolve but very slowly, and will require a great deal of acid. If the water, in addition to ammonia, contains alkaline carbonates, there will be a white, cloudy turbidity, which will disappear instantly on the addition of a few drops of acetic acid, and the mixture will effervesce. Nessler's test (alkaline solution of KI and  $HgI_2$ ) should be used when the presence of very minute quantities of ammonia is suspected, for in such cases  $HgCl_2$  gives but faint traces of precipitation.

*Pharmaceutische Centralhalle fuer Deutschland, December 27, 1900, and January 3, 1901.*

*Disinfection of Rooms with Carboformal Briquettes Krell.* By Dr. C. Enoch.—An investigation concerning the efficiency of carboformal briquettes as a means of disinfecting rooms. The author recommends the briquettes as simple and convenient generators of formalin.

*Vasolimentum Iodoformii.* By Franz Wippert.—The author offers a formula for the iodoform compound of vasoliment. The latter is a base which is prepared according to a formula published in the AMERICAN DRUGGIST for December 24, page 379.

The following formula for the iodoform compound is given: Vasolimentum, 70.0; oleum lini, 27.0; iodoformii, 3.0. The three constituents are placed in a dry bottle and heated in the water bath for a short time until dissolved. The solution remains clear in moderate temperatures.

*The Examination of Jalap Bulbs.* By Dr. O. Schweissinger.—The author adds some facts to those brought out by Fromme and Dieterich in a recent number of the *Apotheker Zeitung* (abstracted in the January 14, 1901, issue of the AMERICAN DRUGGIST). Three years ago the district pharmaceutical association of Dresden gave the examination of jalap bulbs as a prize problem for apprentices, and in most instances the results handed in to the committee on the prize competition were low figures like 7 to 8.5 per cent. of resin. In testing the powdered bulbs, according to the method prescribed in the *Pharmacopoeia*, the author found 9.6 per cent. of resin in the



samples submitted to the apprentices. At the same time he employed the following method of examination: Ten Gms. of finely powdered jalap bulbs are placed in a flask and 100 Cc. of alcohol are added. The flask is allowed to stand for twenty-four hours, and is frequently shaken in the interval. Fifty Cc. are then removed with a pipette, the alcohol evaporated, the resin is washed with water according to the directions given in the Pharmacopœia, and then dried and weighed. By this method 12 per cent. of resin was found, in contrast to 9.6 per cent. found by the Pharmacopœial process. This method gives trustworthy and constant result if one does not neglect the frequent shaking. The author recommends his process for use in testing jalap bulbs in preference to that prescribed by the German Pharmacopœia.

**Compressed Tablets.** By Herr Vargas, Military Pharmacist.—This article deals with the preparation of compressed tablets, a subject which is familiar to the American pharmacist. He defines the limitations of their usefulness as well as their great value in military medicine.

*Apotheker Zeitung*, December 29, 1900.

**Examination of Sommer's Ekzemin.** By Carl Manich.—This substance is a brownish salve of the consistency of lard, slightly acid in reaction and practically odorless. On examination the ointment was found to be a mixture of 56.8 per cent. precipitated sulphur and 43.2 per cent. of a semifluid fat, and small quantities of alkanin.

*Pharmaceutische Zeitung*, December 1 and 19, 1900.

**Preparation of Candies and Barley-Sugar in the Pharmaceutical Laboratory.**—Georg Weinedel contributes a very interesting article dealing with the methods of preparing various forms of candy, cough drops, etc., in the laboratory. While of practical interest to the German country pharmacist, the subject is not of great value to the American druggist. It would scarcely pay to manufacture one's own candies, etc., when this can be done so much better by the wholesale establishments. The time required for the preparation of these products is always considerable, and the druggist's leisure may be more profitably spent than in stirring candy-mass.

**A New Distilling Apparatus, Heated by Steam.**—This new appliance combines the evaporating and condensing chambers in one cylindrical boiler, and is made by J. B. Muerrle in Pfortzheim.

*Pharmaceutische Post*, December 9, 24 and 30, 1900.

**The Fourth Edition of the German Pharmacopœia.** (Concluded.)—The author presents an analysis of the changes which have been made in the new edition of the *Arzneibuch fuer das Deutsche Reich*.

**Blaud's Pills.**—Dr. J. Mindes criticises the formulas for Blaud's pills which appear in the latest editions of the German, Austrian and Swiss Pharmacopœias, and gives a number of original suggestions. He modified the formulas of the Swiss and Austrian Pharmacopœias, and changed them in such a way as to obtain the smallest and most easily soluble pills possible. The modified formulas are as follows (the quantities are given in Gms. for 100 pills): Austrian: Iron sulphate, 5; sugar, 3; potassium carbonate, 2.5; gum acacia, 1; burnt magnesia, 0.5; mixture of water and glycerin, 6 drops. These pills weighed 0.12 each, and were green in color. Swiss: Iron sulphate, 5.6; sugar, 5.6; potassium carbonate, 3.6; gum acacia, 2; burnt magnesia, 1.6; mixture of water and glycerin, 19 drops. These pills weighed 0.19 Gms. each, and were green in

color. Both modified formulas gave very plastic masses, and the pills were more easily soluble than those prepared according to Pharmacopœial directions. In addition the writer offers the following formulas for Blaud's pills:

Ferri sulphatis,	
Potassii carbonatis, each of.....	10.0
Sacchari albi,	
Magnesi Calc., each of.....	1.0
M.—Ft. pill. No. 100.	

Another formula is useful when various combinations with Blaud's mass are prescribed:

R Ferri sulphatis cryst.....	120.0
Aquæ destillatæ bullientis.....	40.0
Dissolve and add gradually, stirring,	
Sacchari albi pulveris.....	20.0
Potassii carbonatis.....	60.0
Then add	
Sodii bicarbonatis.....	60.0
And after evaporating to the consistency of a syrup add	
Glycyrrhizæ pulv.....	25.0
Althææ pulv.....	10.0
Acaciæ pulv.....	20.0
Glycerini.....	5.0

Thirty-five Gms. of this mass give 120 pills. The best dusting powder is lycopodium, as many patients object to the powdered cinnamon which is so often used by the German pharmacists.

**The Development of Pharmacy in the Nineteenth Century.** By Dr. Hans Heger, editor of the *Post*.—An article dealing with the progress of pharmaceutical art and science in the past century. (To be continued.)

*Pharmaceutisch Weekblad voor Nederland*, December 29, 1900.

**New Pharmacopœias.**—In many countries the work of revising the respective Pharmacopœias is now going on. In this article an account is given of the progress of the various new Pharmacopœias. In France a commission has been working on the revision of the Codex since 1897, but yet little progress has been made, and the new edition will probably not appear until 1902. In Austria the new eighth edition of the Pharmacopœia is in preparation, and the commission has issued a list of articles to be rejected and one of the articles to be introduced. These lists have been widely published and criticised, so that the commission has now the opinions of the profession on the subject. In England imperialism is the watchword, and even in pharmacy this is noticeable. As early as in the edition of 1867 of the British Pharmacopœia the committee expressed a desire that the book should be a standard for the entire British Empire. The present edition (1898) has an appendix which deals with pharmaceutical and chemical articles required for the colonies, especially India. The *Weekblad* notices grimly that under the heading of "African Colonies" the *Chemist and Druggist*, in speaking of the articles contained in the new colonial Addendum, prints: "The Orange River Colony and the Transvaal." The Dutch journal adds: "Let us hope that the use of the official Addendum will not become obligatory in the two republics." The Addendum is an appendix of the 1898 edition, and will be incorporated in the next edition of the Pharmacopœia after it has passed the stage of criticism. Then a new Imperial Pharmacopœia will be born. The Swiss Pharmacopœia's new edition will no longer appear in the Latin language, and a number of other changes have been announced by the commission.

**Artificial Mother's Milk.**—An article dealing with the various methods of preparing milk for infants in such a manner as to make the preparation resemble closely the natural milk of the mother.

## Queries and Answers.

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Cocaine and Benzoinol Incompatibility.**—C. E. P. writes: "Kindly state in your next issue how the following prescription may be made into a clear permanent solution:

Menthol .....	grs. 4
Cocaine .....	grs. 20
Eucalyptol .....	mins. 20
Benzoinol .....	ozs. 2

Cocaine, in some combinations, is thrown out of solution in presence of menthol or camphor, but the trouble in this instance is not due to this, the amount of menthol ordered being insufficient to cause any disturbance. Neither the alkaloid cocaine nor its hydrochloride salt is soluble in liquid petrolatum, of which benzoinol is a variety. By converting the alkaloid into an oleate by dissolving it in just sufficient oleic acid to effect solution, it may be made miscible with benzoinol or any other preparation of liquid petrolatum, as albolene, etc. In compounding mixtures of the kind shown in the above formula the utmost care should be taken to see that the bottle is perfectly dry before adding the solution, since a mere trace of moisture is often sufficient to cause trouble. After washing the bottle should be drained on a heater to remove the last traces of moisture.

**Serving Hot Chocolate.**—P. B.—There is room for the exercise of considerable ingenuity in the preparation and serving of hot chocolate. Some druggists content themselves with making a simple sweetened solution of chocolate and adding cream or milk when serving. Others vary this by topping off the mug in which it is served with a spoonful or two of whipped cream. Condensed milk figures in some formulas, and while it has its advantages, fresh cream is to be preferred. To give body to the beverage it will be found advisable to incorporate a little corn starch as in the following formula:

Powdered chocolate.....	ozs. 4
Corn starch.....	drs. 4
Hot water.....	pints 2
Sugar.....	lbs. 2½

Mix the chocolate and corn starch intimately together, and add 6 ounces of cold water in divided portions, rubbing down in a mortar until a homogeneous, creamy mixture results. Now pour on the hot water, stir well, and boil until the starch is thoroughly cooked, making up the loss by evaporation with more water; add the sugar and stir until dissolved; when cold add 1¼ fluid drachms of vanilla extract.

The above constitutes the chocolate syrup, and to serve it as hot chocolate, draw about 2 ounces in a 6-ounce mug, add condensed milk or cream sufficient and fill with hot water.

Where the trade is limited the chocolate may be prepared fresh for each customer. It impresses some people to see it made in this way. Philips' or Hance Bros. & White's powdered chocolate for fountain use will be found best adapted for the extemporaneous preparation of hot chocolate. The *modus operandi* is to take 1½ teaspoonfuls of the powder and, placing it in the mug or cup, add enough hot water to convert it into a smooth paste; add sugar and cream and a dash or two of vanilla extract and, filling the mug with hot water, the result is a cup of delicious hot chocolate.

**To Prevent Frost on Show Windows**—G. D. N. writes in reference to a recent query on this subject.

He advises W. Q. to direct the draft of an electric fan against his window when, he states, W. Q. "will be surprised to see the frost vanish in a few minutes, leaving the glass perfectly clear."

**Florida Water.**—J. E. L.—There is extant a multitude of formulas, good, bad and indifferent for this water. One which is said to afford a satisfactory article is given here on account of its simplicity of form, though we hardly think the product will appeal to a cultivated taste. It is as follows:

Oil of lavender.....	oz. ½
Oil of bergamot.....	oz. 1
Oil Cassia.....	dr. 1
Oil of cloves.....	dr. ½
Essence of musk.....	oz. ½
Alcohol.....	pints 4
Cinnamon water.....	pints 4

Mix in the above order.

A more delicate preparation has the following composition.

Oil of lavender.....	oz. 1
Oil of bergamot.....	oz. ½
Oil of cloves.....	drs. 2
Oil of rose geranium.....	dr. ½
Oil of cinnamon.....	drops 15
Benzoic acid.....	drs. 2
Storax.....	dr. 1
Water.....	ozs. 4
Alcohol.....	ozs. 60

Mix the oils, acid and storax with the alcohol, shake thoroughly, add the water and filter.

A formula which we have seen practically tested and which has given satisfaction is the following:

Oil bergamot.....	oz. 2
Oil lavender, Mitcham.....	oz. ½
Oil cinnamon, true.....	min. 20
Oil cloves.....	dr. 1
Oil lemon.....	dr. 2
Oil orange, bitter.....	oz. ½
Tincture of tonka (1 oz. to 1 pint).....	oz. 1
Tincture of musk (10 grs. to 1 pint).....	oz. 1
Balsam Peru.....	dr. 1
Cologne spirit.....	pints 4
Distilled water.....	pints 2

Mix.

The secret of success in making Florida water, or in fact any cologne perfume of this kind, is to give the mixture sufficient time to macerate and develop its peculiar scent. It should be allowed to stand for several months before filtering and putting it up for sale.

**Books for the Study of Pharmacy.**—W. L. asks us to give the titles of some of the best and latest works on pharmacy, and where to get them. "Also," he adds, "the name of some school where I can take a course of lectures by mail; and name a good work on chemistry for home study."

Remington's "Practice of Pharmacy" (J. B. Lippincott Co., Philadelphia); Caspari's "Treatise on Pharmacy" (Lea Bros. & Co., Philadelphia); Coblentz's "Hand-book of Pharmacy" P. Blakiston's Son & Co., Philadelphia).

Professor Attfield's "Manual of Chemistry" (Lea Bros. & Co., Philadelphia) is a good work for the home study of pharmaceutical chemistry. A later work is Oldberg's "Text-book of Inorganic Chemistry" (Chicago

Medical Book Co., Chicago, Ill.). While a fairly satisfactory knowledge of chemistry may be acquired without the aid of a teacher, better progress and more thoroughness are to be expected when the study is properly directed. In regard to a correspondence course in pharmacy address the National Institute of Pharmacy, Chicago, Ill.

**Silver Electro-Plating.**—F. S. H., who says he has the necessary batteries, requests a formula for the proportions of silver nitrate and potassium cyanide for electro-plating with silver.

For electro silver-plating the double salt of silver and potassium cyanide is almost universally employed. The following is the formula for the bath:

Distilled water.....	gal. 1
Potassium cyanide.....	ozs. 8
Silver nitrate.....	ozs. 5¼

Dissolve the silver nitrate in a sufficient quantity of distilled water, and add to it gradually with constant stirring hydrocyanic acid until all the silver has been precipitated as cyanide, which may be known by the formation of no cloud in a portion of the clear liquid when a drop of the acid is added to it. Avoid adding an excess of the acid. Throw the precipitate upon a fine cotton cloth filter, and as the liquid runs through wash the precipitate on the cloth several times with distilled water. Dissolve the potassium cyanide in the water and stir in the silver cyanide carefully removed from the cloth. If it does not dissolve in the liquid entirely, add more potassium cyanide until it does, stirring continually. Let the impurities settle, and the bath is ready for use. Electro silvering baths do not generally work so well when freshly prepared. If properly used and prepared for they improve by age. At first the deposit is often granulated bluish or yellowish.

**Copper Electro-Plating.**—F. S. H.—The best alkaline copper solution is said to be made as follows: Dissolve 8 ounces of copper sulphate in 40 ounces of hot distilled water and set aside to cool. When cool add ammonia water while stirring with a stick or glass rod. At first a green precipitate will fall, and then this will dissolve on adding more ammonia, until the whole solution assumes a clear blue tint. Dilute this with an equal bulk of cold distilled water and add enough solution of potassium cyanide, while stirring, to destroy the fine blue color of the cuproammonium sulphate solution and impart to it the color of old ale. Set this aside for a few hours, then pass it through a calico filter and make it up to a gallon of solution with distilled water. This solution may be worked cold, but the rate of deposition is increased and the deposited copper of improved quality when the solution is heated to a temperature of from 110 to 130 degrees F.

**Wood Cleaning Paste.**—C. D. sends a sample of a cleansing paste used for cleaning tin, brass, silver, etc. He writes: "The man from whom I got the preparation uses it for cleansing the wooden surface of his bowling alley, and the directions for using are, 'apply with a scrubbing brush by dipping in the cleaner without any water and scrub the wood work; then use a damp cloth wrung out as dry as possible to wipe off.' The man has lost his receipt for making the preparation, and as no one here has ever put it up he can't find out its composition. Will you kindly give me a clew to the ingredients?"

The preparation is a white soapy paste, and appears to consist of the usual mixture of soap, potassium carbonate and water, together with a trace of precipitated chalk

or finely powdered pumice-stone. A similar article might be made after the following formula:

Potassium carbonate.....	oz. 1
Yellow soap.....	ozs. 2
Prepared chalk (or powdered pumice).....	ozs. 4 or q. s.
Water.....	ozs. 32

Shred the soap and dissolve it in the water with the aid of heat, bringing the mixture to a boil; add the prepared chalk in fine powder to make a paste of the required consistency.

**Glove-Cleaning Paste.**—E. D.—A potash soap forms the best basic ingredient of a glove-cleanser, though curd soap is often recommended. The following is a typical English formula, in which it will be noticed curd soap and French chalk are ordered. The flavoring ingredient is oil of lemon, which, however, is hardly suitable for an alkaline soapy paste such as is here represented. The odorless principles of the lemon oil are aldehydic in their nature and decompose rapidly in the presence of alkalies, leaving generally an odorless product. Artificial oil of sassafras or oil of mirbane are more suitable, since they are not affected by alkalies. We give the English formula first:

Curd soap.....	oz. 1
Water.....	ozs. 4
Oil of lemon.....	dr. ½
Talcum.....	oz. 1

Shred the soap and dissolve in the water by heat, then add the oil of lemon and talcum.

A more satisfactory preparation is afforded by the following formula:

Soap, Castile, in shavings.....	ozs. 6
Water.....	ozs. 80
Borax.....	oz. ¾
Potassium hydrate, oz. ¾, dissolved in	
Water.....	oz. 1
Alcohol (95 per cent.).....	ozs. 1¾
Oil mirbane.....	drops 12
Glycerin.....	drs. 6

Dissolve the borax in 30 ounces of water, and bring to a boil, the liquid being contained in a quart tin or other vessel. Add the soap shavings during ebullition. When dissolved add sufficient water to replace that lost by evaporation, then add ¾ ounce of potassium hydrate dissolved in 1 ounce of water. Mix well and take from the fire. Dissolve the oil of mirbane (or artificial oil of sassafras) in the alcohol and add the glycerin. Mix well and add to the liquid first formed. With a funnel fill tin boxes of about 1 ounce capacity with the warm liquid and allow to set without stirring. At the end of about 24 hours the mass will have set to a snow white paste. The above quantity will be found sufficient for about 3 dozen boxes, selling at retail for 15 cents each. The package is put up with a small sponge and appropriate directions.

**Twaddle's Scale.**—F. R. L. asks enlightenment on the expression "Use — gm. of caustic soda at 36.4 degrees Tw."

Assuming it is the term 36.4 degrees Tw. that puzzles our correspondent, we would state that Twaddle's scale is a measure of specific gravity for liquids heavier than water. The uniform division of the scale makes the degrees very easily convertible into specific gravity readings. It is only necessary to multiply the degree as read off by five and add this to 1.000 in order to obtain the specific gravity. The weight of a given volume of acid or lye can be determined after a simple calculation by the aid of the Twaddle scale. You will find a table of values of this and other scales, such as Baume, Beck's and Gay-Lussac's, in Sadtler's "Handbook of Industrial Organic Chemistry."

## REVIEWS OF BOOKS.

**THOMAS' AMERICAN DRUG, CHEMICAL AND KINDRED TRADES REFERENCE BOOK.** United States, Canada, Cuba, Porto Rico, Hawaii. Section 1 containing a complete list of the names, addresses and capital ratings of all wholesale druggists, brokers and manufacturers' agents, retail druggists, and department stores handling toilet and proprietary articles included in the drug line; Section 2 containing a complete list of the names, addresses and capital ratings of all manufacturers and importers in every line of interest to the trade. For office use and for traveling salesmen. Thomas Publishing Co., New York, N. Y., U. S. A., 1900. \$7.50.

This book is arranged in very convenient form, and the division into two sections makes it even more available for ready reference than would have been possible had all the matter been incorporated in one volume alone. Its dimensions are such (3 x 8 inches) that it can be carried in the pocket, and is thus available for reference by the traveler, and is also in a very convenient form for use on the desk.

The first section of the work comprises a list of the wholesalers, importers, manufacturers' agents dealing in drugs, etc., followed by a complete list of the retail druggists of the United States, Canada, Porto Rico and Hawaii.

In Section 2 a list is given of the manufacturers of articles used or sold by the retail druggists, the list being arranged in the classified form under the articles made so that the druggist who is in search of a particular article can find under that particular article a list of those engaged in its manufacture. Some idea of the vast amount of matter contained in these little volumes can be drawn from the fact that Section 1 contains 490 pages and Section 2 contains 224 pages of text printed in small type.

While it would be a very different matter to pass upon the accuracy of the work, as a whole it seems, so far as our investigations go, to be quite as accurate and complete as anything of the kind that has yet appeared.

**LEXICON DER KOHLENSTOFF-VERBINDUNGEN, von M. M. Richter.** Zweite Auflage der "Tabellen der Kohlenstoff-Verbindungen nach deren empirischer Zusammensetzung geordnet." 33, 34, 35, 36, 37, 38, 39 Lieferung. Hamburg und Leipzig. Verlag von Leopold Voss. 1900.\*

The completion of this monumental task places in the hands of the chemist concerned in the study of the higher carbon compounds an invaluable book of reference. The work really constitutes a second edition of the author's "Tables of the Carbon Compounds," which was published in 1883. In the revised work this name has been changed as being rather misleading.

The work consists of a numerical arrangement of some 67,000 hydrocarbon compounds, all of which are arranged according to the number of the carbon compounds in the empirical formulas. For instance, the first group which is given gives all the carbon compounds containing one atom of carbon combined with one element, the second group gives all those containing one atom of carbon and two elements; next one atom of carbon with three elements, etc.; then the four elements, then next the five elements, then next the two atoms of carbon combined with one element, then with two elements, etc.; so that where the empirical formula is known it is very easy to find the compound, though there may be a dozen or more compounds having the same ultimate formula, in which case all of these would be given. The work also contains a very interesting introduction given

\* LEXICON OF THE CARBON COMPOUNDS, by M. M. Richter. Second edition of the "Tables of the Carbon Compounds arranged according to their empirical formulas." Issued in 39 parts. Hamburg and Leipzig. Leopold Voss. New York. G. E. Stechert. 1900.

in both German, English, French and Italian, which explains quite clearly the basis of the nomenclature and classification employed. In a general way the author has followed the Geneva resolutions regarding the nomenclature of the aliphatic hydrocarbons. For other compounds he has adopted another nomenclature involving the principle of substitution under which system the root name of the group substance remains unchanged, the necessary modifications being introduced in the prefixes. Throughout the volume reference is made to Beilstein's organic chemistry and to current chemical literature where data concerning the compounds listed may be found. In this way the lexicon acts as an index to all chemical literature down to 1898.

Altogether the work is a monument to the industry of its author, who has devoted ten years of assiduous labor to its completion.

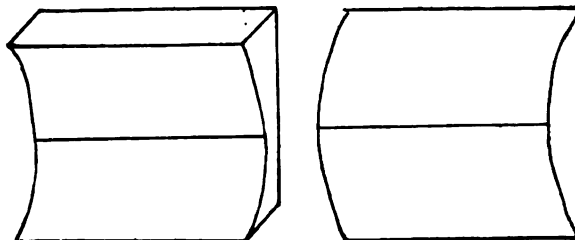
## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

## NINTH PAPER.

**O**N periscopic lenses one surface is convex and the other concave, and hence one converges and the other diverges the rays. With periscopic convex lenses the convex curvature is so much greater than the concave that the rays, after passing through the lens and being refracted by both surfaces, are converged to a focus. With periscopic concave lenses the concave curvature is so much greater than the convex, that the rays after being acted on by both surfaces, are made to diverge.

If a periscopic convex lens has a positive surface equal to a convex lens of 4. D, and a negative surface equal to a concave lens of 2. D, the refractive value of the lens will be equal to the difference between the two. The convex surface will be diminished or partly neutralized by the concave; in other words, two will be taken from four, leaving + 2. D.



Outline of Cylindrical Lens.

If a periscopic concave lens has a convex surface equal to + 1. D and a concave surface equal to - 2. D, there will again be a partial neutralization, and the lens will be a - 1. D, and will diverge the rays accordingly.

Most of the spectacles and eye-glasses kept on hand by opticians have periscopic lenses—that is, the better grade of goods; the particular advantage claimed for them is that they give more correct secondary axes and allow more satisfactory vision through the periphery of the lens, thus rendering the field of vision larger and more distinct.

## CYLINDRICAL LENSES.

The lenses heretofore spoken of are spherical, being equally curved in all meridians, with the refractive power the same in all portions, so that the rays are all brought to a point or diverged as from a negative focus.

But in addition there is contained in the armamen-

tarium of the optician another form of lens whose action is quite different from those hitherto described. These are called *cylindrical lenses*, and they may be described as segments of a cylinder. They are ground and finished on a tool of the shape of a cylinder, instead of a sphere as in the case of spherical lenses. When the outside of the cylinder is employed for grinding purposes, the resulting lens will be a concave cylindrical: when the glass is ground on the inside of a hollow cylinder, the lens will be a convex cylindrical.

Strictly speaking, such lenses do not have a focus or focal point, as does a spherical lens; but the rays of light are united in a line parallel to the axis, which is called the *focal line*. The axis of a cylinder is the meridian on which it is ground; it is the thickest portion of a convex lens, and the thinnest of a concave; it is perfectly plane, and hence the rays passing through it are not refracted. The action of the lens is in the meridian at right angles to its axis, where the rays are converged to a line or diverged, in accordance with the curvature of the surface. Therefore in considering the action of cylinders, we regard all the rays as passing in two principal planes at right angles to each other.

Cylinders produce an apparent change in the shape of objects. In looking through a convex cylinder at a square object there will be a lengthening in the meridian at right angles to the axis and a shortening in the direction of its axis. In looking through a concave cylinder there will be a lengthening in the direction of its axis, and a narrowing in the meridian at right angles.

The action of cylinders will be considered more in detail in the papers on astigmatism, in which defect they are indicated to correct the unequal refraction in the different meridians of the cornea.

#### THE ACTION OF PRISMS.

The action of prisms has already been described in the fifth paper. If an object is placed directly in the middle line in front of a person, and if one eye be closed and a prism held before the open eye, the position of the object looked at will be apparently changed. If the base of the prism is in, the object will be moved outward; if the base is out, the object will be moved in the opposite direction. The amount of displacement will depend upon the distance of the object from the eye and the degree of the prism. One of the proper degree with its base in will move the object from the median line outward to a point directly in front of the eye, provided it is directed straight forward and its convergence is at rest.

A like prism placed in the same position before the other eye will have a similar effect, thus making two objects and placing one in front of each eye, and, as a result, single vision of the object will be afforded without the slightest effort of convergence. Inasmuch as the object is not very far from the eyes, an effort of accommodation is required in order that it may be clearly seen, and then the condition present is one in which there is tension of the accommodation with relaxation of the convergence. This is a condition that could not be maintained, except with fatigue, on account of the close relation existing between the functions of accommodation and convergence.

If now a pair of convex lenses of a focal length of the same distance as the object is held from the eyes be added to the prisms, the necessity for all accommodative effort will be removed, just as the prisms had obviated the need for convergence. The object can then be viewed for an indefinite period without effort on the part either of the accommodation or convergence.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### WITHIN THE STORE.

THE most that you can expect advertising to do is to bring people to the store. Advertising won't tie up the goods or make change.

After the ad has done its work then comes the salesman's part, and if he be indifferent or incompetent he can easily neutralize all the effect of the advertising. If your appeals to the people convey the impression that you will give them the kind of goods and attention they like, and then when they came if they are met with indifference or inadequate service, they will experience a chill that is apt to send them away for good.

It is essential that clerks be imbued with the spirit of the advertising; that they be made to feel that their efforts have a vital relation to the success of the business. I think, as a rule, clerks take their cue from the proprietor and that the general character of a store's service reflects the character of the man who owns it. Salesmen are taught more by example than by precept. The best conducted stores are usually the ones where the proprietor makes a study of the art of selling goods, and where the remainder of the force are given to understand that they must do as the "old man" does.

The two chief elements of good salesmanship are knowledge of the goods and interest in the customer. Nothing impresses a customer so much as to be told something he does not know about the article he is buying. Nothing pleases him so much as attention—attention without familiarity. One of the great merchants of the country in a recent address said that he attributed his success to the fact that he always looked out for the man at the other end of the bargain. This attitude, consistently maintained, is the very essence of the art of winning and holding trade. This sort of spirit must back up advertising or all effort of this kind will be largely in vain.

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#### Start One To-day.

Have some method of collecting and retaining advertising data or suggestions that will be valuable to your business. A letter file or system of envelopes will do. Keep clippings of your old ads for reference, noting the dates upon them. Have a place for data or ideas upon all the lines of goods you wish to advertise. If you see something in a journal that you may wish to refer to, file a memorandum in the proper place, so that the knowledge will be available when you want it. Very little time is required to start and maintain such a system, and in time it will become a mine of suggestion for you.

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#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggists' advertisement. The prize is this time awarded to W. I. Benedict, Belding, Mich.*

### CRITICISM AND COMMENT.

EDITOR BUSINESS BUILDING:

A year ago you advised enlarging the ads for Christmas. I have followed your advice. I use regularly 18 inches in Ban-

ner and 10 inches in Star. For six weeks before Christmas I used one-fourth page in Banner and same space in Star for two weeks. Result was increase of sales for the year of 14 per cent. and for December 20 per cent. over the previous year. I expended for advertising about 2 per cent. of gross sales during past year. I thank you for the advice.

W. I. BENEDICT.

Belding, Mich.

The matter submitted by Mr. Benedict was, as far as availability for use in this department is concerned, the best received for this issue. The ads sent filled some twelve or fifteen columns of newspaper space. Most of them were devoted to holiday goods, and some of these will be retained for reproduction at a more seasonable time. The portions of the ads shown in this issue will convey an adequate idea of this advertiser's style.

#### Gifts for Smokers.

The man who likes to smoke likes to have his liking pampered, and if ever a man thinks real good things about his friends or his sweetheart it is when he leans back and watches the dreamy clouds floating upward. He never forgets the donor of a requisite for his pet folly. These will suit him:

Smoking outfits, in ebony, 35c. to \$1.00, \$1.50, \$1.85; in celluloid, 25c. were 50c.; 59c. were 85c.; 75c. were 95c.; 35c. were 50c.; in china, 30c. were 45c.; cigar jars, china, \$1.50; pocket cigar cases, leather, 40c., 50c.; white metal ash trays, 15c. were 25c. A good brand of 5c. cigars, C. W., 25 in a box, \$1; the best brand of 10c. cigars, Wm. Penn's, 12 in a box, \$1 and \$1.20.

#### Perfumes in Bulk.

Some fresh arrivals. Crab Apple Blossom, White Rose, White Lilac and Sweet Carnation Pink at 40c. ounce. They are the best perfumes for the price I can find. Wildwood Violet at 50c. ounce is a splendid, long-lasting violet. I have a line of Riviera perfumes bought to sell at same prices, but I don't think they are good enough for that price—so price is 25c. ounce. Try them.

#### Toilet Soaps.

I have sold more soap in the past year than in any 2 years before. The reason was splendid brands at extra low prices. Have fresh line in this week direct from the factory. The odors are Violette, Hyacinth, Verbena, Pink, Glendore, Cassandre, Juliette, Alexandrine, 10c. cake or 25c. a box of one brand or 3 if you wish, all put up in handsome boxes—then have larger cakes at same price of Buttermilk, Glycerine and Oatmeal. These soaps are equal in purity and quality of perfume to many of those sold at higher prices.

W. I. BENEDICT.

#### A Cough Story.

A man had a cough—it was a young one, only a tickle in the throat, it bothered him every morning. He bought a stick of horehound candy—he bought a package of cough drops, and he coughed forenoons. His wife fixed up several old receipts—he coughed in the afternoon too. His neighbors all recommended something, he tried a few—he coughed the harder; he tried the others and he coughed during the evenings. He made up a batch of flaxseed tea, cherry bark and a lot of other things, but he coughed all night. He rubbed on some turpentine and skunk oil, took big doses of kerosene, but his throat and lungs were sore and tender, for he was coughing day and night. He saw one of the advertisements reading "Busy Bee Cough Honey gives relief in 15 minutes, 10c.—25c." He bought a 10c. bottle—coughed a little easier, threw up a lot of phlegm and the lungs lost that intensely painful feeling. He bought a 25c. bottle—there was so much it finished that cough and several other coughs for his wife and children. This is not a new story. In the store we hear something like it every month, every week, and almost every day.

W. I. BENEDICT.

The Prize Advertisement.

#### Family Traditions Upheld.

#### EDITOR BUSINESS BUILDING:

I inclose a booklet which I shall use to present the claims of an article of good repute in this vicinity. I consider the advertisement fair for a countryman and enter it for the prize.

JOHN H. MANNING.

Pittsfield, Mass.

This is an excellent pamphlet of eight pages and cover; one well up to the Manning family standard. But as it would be impossible to reproduce it in the department and as the text would not be generally useful to readers of

the department it cannot be considered for the prize, as these are two essential conditions of the contest.

The book advertises Manning's Creme de Velva Derma, a skin food. The matter is well written, and the printing about as good as it could be.

There is a talk on beauty, on the care of the skin, on facial massage with instructions for manipulations, general hints and an indorsement by Marie Jansen. The only flaw I notice is the omission of the price. The price of neither Velva Derma nor Velva Derma Tablets is given. This is an omission which is very apt to lessen the results from the book.

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## A SPECIAL HOLIDAY BARGAIN

Large Size, Coarse Print, Indexed, Teacher's Bible, with one hundred pages of tables and helps in the back part. Fine Divinity Circuit Leather Cover.

WE SELL THEM  
AT \$1.50 EACH

Come in and see them, you will say they are worth \$3.00 each.

We bought them of the manufacturers at New York city at greatly reduced prices. That is why we sell them so cheap.



**Branch's  
Drug Store**

The Prize Advertisement for the issue of January 12.

#### An Attractive Catalogue.

The Jacobs pharmacy, Atlanta, solicited mail order holiday trade by means of an attractive illustrated catalogue, devoted chiefly to exploiting high class goods. The cover was a gray hand-made stock printed in green and red; the inside a heavy enamel paper printed in black. The title of the book was "The Question of the Hour." This title set vertically beside an immense interrogation point produced a simple but striking effect. The interior arrangement was equally good, and the writing was crisp and to the point. Here are some characteristic sentences:

"Almost as easy to buy as if you were here in person—just as sure to satisfy."

"Money sent to Jacobs' is deposited until you are satisfied."

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#### No Change for Better.

Irwin's pharmacy, Knierim, Iowa, ask criticism on an ad which I find to be, essentially, a copy of one published in this department December 24. The display is not equal to the original because of lack of contrast. The first ad had a light, or gray, border with large black display type. This ad has a black border and smaller black display type. The display as it stands is better than the average, however. The slight change in the text of the ad has made no particular improvement. The ad was and is a fair one of its kind, but is not the kind that will do much good.



## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### ON STARTING IN BUSINESS.

**W**HEN a man embarks into business for himself, it is with the idea of bettering his condition and making more money, but too many young men, and older ones as well, start a business with very inadequate preparation for the struggle for existence and prosperity that modern business life entails. Beyond a vague desire to have a store of their own with a hope of making a larger income, they are possessed of very hazy ideas as to what they intend accomplishing and the means that they will employ for achieving success in business life.

A man starting in business, like a political party, should have a platform, a foundation on which to erect his business structure, for with few exceptions a new store must take its place in a field that is already more or less well served by other stores, and a new establishment must offer to the public, in soliciting their patronage, a reasonable excuse for its existence. It must aim to give better service, better technical knowledge, better store-keeping methods, juster dealing, better goods or prices, or, in short, must offer the public something better than they already have in the way of pharmaceutical service, for on no other grounds save that of the public's self interest can the new business establishment successfully appeal to the public for its support and patronage.

Theoretically, the transactions of business are based on the premise of "let the buyer beware," let the purchaser look out for himself, but in modern business, with its more than fierce competition, only those business establishments who look out for the interests of their patrons survive long, or are successful in building up a permanent trade. Where there are several stores in any line of trade, you may always depend upon the public to take their patronage to the establishment that gives them the best service.

### THE GAME OF BUSINESS.

Business may be likened to a game of skill, and to the individual possessing the business instinct, which is the combative and competitive spirit allied with honest acquisitiveness, it is the greatest and most interesting game in the world, and aside from all pecuniary reward brings to the successful player the same deep sense of self gratification that is felt by the general who wins a great battle or the artist that accomplishes a great work.

Like all games of skill, its greatest rewards, barring accident, usually described as good or ill luck, go to the best trained and most skillful players in the long run, the individuals who have studied the game, its rules, ethics and forms, and have trained themselves well for the contest.

What is usually termed business ability is simply a knowledge of business methods, plus industry. It is not a special "gift," but is the result of right training and a

capacity for work. Industry, the capacity and liking for one's work, although a large factor in business success, is not in itself enough to achieve success; keeping everlastingly at it won't bring success unless one's energies are directed along the right lines. Proper commercial education teaches the merchant to intelligently direct his efforts or work, to conserve his energy, and points out the best methods and the right channels on which to concentrate his energies with the best prospects of ultimate success.

As an example of unintelligent industry or misdirected energy, I am tempted to tell the story of a New England farmer who died not long ago. Some of his friends were discussing his life and wondering why a man of his indefatigable industry had remained so miserably poor all his life. He had been a hard worker all his days, but while his neighbors all around him had achieved some degree of comfort and competence from the tilling of their farms, he had never been able to make both ends meet, and died as poor as he had lived. Said one friend: "Yes, he was a hard worker, but he worked with his hands and never with his head. His farm was poor, with a stony soil that gave scanty crops that brought him barely enough to keep body and soul together. In the beginning all your farms were the same as his, but before you attempted to raise anything on them, you 'stoned' 'em. Our friend here, as he cultivated crop after crop, year after year, in his fields, carefully picked up every stone he came to and as carefully laid it down behind him, so that at the end of his life his farm was as stony as ever, its soil as poor, its crops as scanty."

### PREPARE YOURSELF FOR YOUR WORK.

The measure of success that one meets with in business life, as in most other callings or occupations, is mainly the measure of the preparation preceding the venture, and what is often regarded as good luck is really the result of good preparation. Before druggists begin they ought to have a fairly definite idea as to what they are going to do, or try to do; the point that they aim to reach, lest in absence of a definite plan or purpose their business career be mainly a matter of wandering or drifting. Once their objective is determined on, let them make proper preparation and training for the career and ascertain, so far as it is possible to learn, the ways and means that may be employed in following the career with the greatest hope of success.

### THE QUESTION OF CAPITAL.

Regarding the amount of capital required to start a pharmacy, it is impossible to state any definite sum; it should be ample to do the expected volume of business, whatever that may be. If a man starts with, say, five thousand dollars as a capital investment, he should aim to do at least ten thousand dollars' business the first year. That will mean turning his capital twice during the year. As the business becomes more firmly established and his credit well fixed, he should turn his capital three or more times yearly.

The index of a merchant's business ability is not the amount of business that he does, but the number of times that he turns his capital yearly. Other things being equal, the man who does a business of fifteen thousand dollars yearly on a capital of five thousand dollars is a better business man than he who does a business of twenty-five thousand dollars yearly with a capital of ten thousand dollars, for in the first case the capital has been turned three times and in the latter case only two and one-half times.



## NEW YORK STATE BOARD OF PHARMACY.

**The Statements Required of Applicants for Registration**  
**—By-laws Adopted by the Board.**

The new State Board of Pharmacy of the State of New York has issued three forms of application blanks for registration as licensed pharmacists or druggists, of a licensed pharmacy or drug store, and of apprentice respectively. The application blank for registration as a licensed pharmacist contains the following questions, which must be answered by the applicant: (1) What is your full name? (2) When and where were you born? (3) What is your present residence? (4) Where is your present place of business? (5) How many years' practical experience have you had "where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded?" (6) State such experience in detail in following space (here follows space for insertion of name of former employer and length of time in service. (7) Do you wish to be registered by examination? (8) If not, note the credentials upon which you apply for registration. (9) Title of credential; by what Board issued; date issued; No. Following is a blank form of affidavit to be signed by the applicant in the presence of a notary public.

The fees to accompany this application are graded as follows: Licensed pharmacists by examination, \$10; licensed druggists by examination, \$5; licensed pharmacist on previous examination, \$1; licensed druggist on previous examination, \$1.

Form No. 2 is the application required for the registration of a licensed pharmacy or a drug store. The questions which applicants must answer are: (1) Where is the store or place of business located for which registration is requested? (2) If this application is for the registration of a drug store, state the population of your village or place by the last State or United States census. (3) Under what name is your store or place of business conducted? (4) Give full name or names and residence of (a) the proprietor or proprietors; (b) licensee or licensees in charge; (c) all other licensees employed; (d) all registered persons; (e) all other unlicensed persons. (5) What name or names are displayed upon the exterior of the premises? (6) What license certificates are displayed within? (7) State date of latest United States Pharmacopoeia in regular use in your place of business. (8) State name of latest Dispensatory in regular use in your place of business. (9) Are your pharmacopoeial preparations strictly of the strength and purity established by the U. S. P.? (10) If there are known exceptions, state them. (11) What apothecaries' weights and measures have you in use? (12) What metric weights and measures have you in use? (13) What scales or balances have you in use and what is the smallest quantity that can be accurately weighed therein? (14) Do you keep active poisons separated from the rest of your stock? (15) If so, name the poisons enumerated in Schedules "A" and "B" of the Pharmacy Law that are so kept. (16) Do you strictly observe the law regarding the sale, registration and labeling of poisons? (A space is left for affixing a specimen of the poison label used in the store.) The application must be sworn to as in Form No. 1. Form No. 2 is printed on yellow paper.

Form No. 2 for the application for registration of apprentices requires a statement of the following particulars: The answers to the questions must be made by the licensed pharmacist or druggist who is the employer or preceptor of the apprentice and make affidavit to them before a notary public. The apprentice must be not less than fifteen years of age and must furnish evidence that he has completed the eighth grammar school grade of the State of New York or its equivalent. The questions which the preceptor is required to answer are: (1) Give your name in full (including middle name). (2) State place of business. (3) Are you a licensed pharmacist or licensed druggist? (4) Are you engaged in business on your own account? (5) If not, give name of your employer. (6) Are you the licensed pharmacist or licensed druggist in charge of the store? (7) Give name in full of the apprentice whom you want registered under this application. (8) State when he commenced work in the pharmacy or drug store under your care. (9) What character of instruction in pharmacy have you given the person named? (10) Is it his intention to become a pharmacist? Following this is a form of affidavit to be filled out by the pharmacist.

The apprentice is required to make a statement of the following particulars—viz.: (1) Date and place of birth. (2) Residence. (3) When did you finish your schooling? (4) When did you begin your apprenticeship? (5) Is it your intention to

study and pursue the practice of pharmacy? The fee for the registration of an apprentice is 50 cents.

By-laws have been adopted by the Board as follows:

**By-laws of the New York State Board of Pharmacy.**

1. The Board of Pharmacy shall organize annually in accordance with the provisions of the pharmacy law; it shall hold regular meetings in January, April, June and October. The president may call special meetings at such times and places as in his judgment the work of the board may demand, and he must call such meetings upon the request in writing of five of the members of the board. The June meeting shall be held at the time and place of the annual convention of the New York State Pharmaceutical Association; the January meeting, and, unless otherwise ordered, all the other regular meetings, shall be held in the city of Albany.

2. The officers of the board shall be, a president, first and second vice-presidents and a secretary-treasurer; such officers shall be elected by ballot, and the vice-presidents shall be chosen from the branches other than the one of which the president is a member. The duties of the president and vice-presidents shall be such as usually pertain to those offices. In case of the inability, neglect or refusal of the president to perform any duties of his office, the vice-presidents in order of their rank shall have the right to perform such duties.

3. At the annual meeting of the board, the president shall appoint the following committees, each having three members, one from each branch: (1) A Committee on Finance; (2) a Committee on Inspection, Complaints and Prosecutions; (3) a Committee on Registration; (4) a Committee on Adulterations and Substitutions; (5) a Committee on Sale of Poisons.

4. The amount of the bond to be furnished by the secretary-treasurer of the board is hereby fixed at \$3,000, and that of the secretary-treasurer of each of the branches at \$3,000, said bonds to be surety company bonds, and the expense thereof is to be defrayed by the board and the branches thereof respectively; said bonds shall run to the "Board of Pharmacy of the State of New York," and shall be subject to the approval of the president of the board, and shall be filed with him. It shall be the duty of the president, assisted by the secretary, to prepare and present all reports required by law.

5. The secretary-treasurer shall discharge such duties as are imposed upon him by law, and such others as the board may direct; he shall render on the first day of January and the first day of June to the president of the board a complete statement of its financial condition, and shall furnish a copy of the same to each member of the board.

6. At each regular quarterly meeting he shall present to the board a written report, giving a brief summary of the work of the board for the quarter last past; he shall be the responsible custodian of the books and papers of the board; shall at each annual meeting present to the board an inventory of all the property of the board in his care, and the bond of a secretary-treasurer going out of office shall not be satisfied until he shall present to the board a receipt from his successor for said property; he is authorized to pay monthly his salary, and the salary of the other employees of the board, if any; such payments shall be made upon warrants signed by the president and the chairman of the Committee on Finances. The expenses of the members of the board shall be paid from time to time, after having been audited by the Finance Committee, and the per diem remuneration shall be paid semi-annually.

7. It shall be his duty to attend to the proper filling in, engrossing and distribution of all license certificates, also to the printing and distribution of blanks and printed forms of every kind and nature used by the board; he shall receive from the several branches their reports upon examinations held by them. He shall also notify the members, in writing, of all the meetings of the board.

8. The Committee on Finance shall audit all bills and expenditures of the board, and at each annual meeting shall present a statement in detail of the estimated receipts and expenditures for the ensuing year as a basis for the fixing of the fees by the board. It shall also determine what proportion of the funds necessary to meet the general expenses of the board shall be drawn from each of the branches respectively, basing said determination upon the income of the respective branches from licenses and registrations. It shall be the duty of this committee to examine and report upon the books and records of the secretary-treasurer of the board and of the several branches thereof, and it is hereby authorized to employ an expert accountant to assist it in its work; such examinations shall be made at least annually, and oftener in the discretion of the committee.

9. The Committee on Inspection, Complaints and Prosecution shall aid and co-operate with the local branches in the interpretation and enforcement of the law, with a view of secur-

ing a uniform and effective policy in the same throughout the State; it shall have power to employ inspectors and to secure legal counsel upon the recommendation of the branches within whose jurisdiction such inspector and counsel shall act under such limitations as may be prescribed by the board.

10. The Committee on Registration shall give special attention to the registration of all places coming within the meaning of the law, and shall recommend to the board suitable requirements to be demanded as a prerequisite to such registration.

11. The Committee on Adulterations and Substitutions shall give attention to the character and standard of purity of drugs and medicines dispensed and sold in the State, and shall recommend from time to time to the board such rules and by-laws as will properly control the same; and have power to employ a chemist.

12. The Committee on Sale of Poisons shall give attention to the enforcement of that part of the law regulating the sale of poisons; and shall recommend from time to time to the board such alterations or additions to the poison schedule, or such regulations regarding the careful keeping and sale of poisons, and use of special containers for certain poisons as the public safety may demand.

13. Examinations shall be held on the third Wednesday of each month, excepting July and August, in the Eastern and Western Sections, and not less than on five of the above mentioned dates in the Middle Section—namely, in February, April, June, September and November.

The Eastern Section is to hold its examinations alternately at the New York and Brooklyn Colleges of Pharmacy. The Middle Section is to hold them simultaneously at Albany and Rochester, and the Western Section is to hold them at Buffalo.

14. Examination shall be divided under four heads—viz.: (1) *Materia Medica* (including Botany, Pharmacognosy and the identification of vegetable and animal drugs; (2) *Pharmaceutical Chemistry* (including Pharmacy and Chemistry from the standpoint of the pharmacist, and the identification of Chemicals and Galenicals); (3) *Practical Pharmacy* (including practical work at the prescription case, and the reading and interpretation of prescriptions); (4) *Toxicology and Posology*.

15. The questions shall be arranged as far as practicable in ten (10) questions under each head, for the grade of Licensed Druggist, and fifteen (15) for the grade of Licensed Pharmacist; ten of the fifteen questions to be used in the examination for the grade of Licensed Pharmacist shall be selected by the branch formulating such questions, and printed on a separate paper for the examination for the grade of Licensed Druggist; in each case the value of each question when fully answered shall be marked opposite it by the branch formulating the same, for the guidance of the several examiners.

16. The examination for the grade of Licensed Druggist shall have for its object the ascertaining that the examinee has a reasonable knowledge of pharmacy, dispensing and compounding of drugs, can detect incompatibilities and over-doses, and can safely be intrusted with the handling of a comprehensive line of drugs and medicines under the general supervision of a Licensed Pharmacist. He must attain a general average of 75 per cent., with no less than 60 per cent. in any one department.

17. The examination for the grade of Licensed Pharmacist shall include questions determining the ability of the examinee to select and preserve the quality of drugs handled by him, as well as a thorough knowledge of the business in all its other branches. The examinee must attain a general average of 75 per cent., with no less than 60 per cent. in any one department.

18. In *Materia Medica* the identification of drugs shall constitute 50 per cent. of the examination. In *Pharmaceutical Chemistry* 40 per cent. shall be practical work. In *Practical Pharmacy* 60 per cent. shall be practical work. In *Toxicology and Posology* 60 per cent. shall be *Toxicology* and 40 per cent. shall be *Posology*.

19. With the exception of operative dispensing, no part of any examination can be held outside of the following hours: *Materia Medica* and *Pharmaceutical Chemistry*, from 9.30 a.m. to 12.30 p.m. *Practical Pharmacy* and *Toxicology*, from 2 p.m. to 5 p.m.

20. Answers to the examination questions must be written on blanks furnished by the board. On the first examination under a given application any candidate attaining 75 per cent. in each of three subjects, but failing to obtain the requisite per cent. in the fourth subject, may confine the second examination to that subject in which he was deficient. In such a case the second examination will not be given until three months after the first examination, and the candidate choosing to avail himself of this provision must give ten days' notice in writing to the secretary.

21. Aside from the effects of poisons and their antidotes, the examination shall not touch upon Therapeutics.

22. Applications for examination must be accompanied by the fee, and must be filed with the secretary of the branch within whose jurisdiction the candidate resides at least ten (10) days prior to the examination.

23. At least two (2) members of the board shall be present during an examination of candidates. When it is impossible for three members to be present, the members of the branch present may appoint one or more licensed pharmacists to act as assistants.

24. Examinations shall be conducted only at times regularly prescribed in the by-laws.

25. Candidates for registration as Apprentices must show public school education of the eighth grade or its equivalent, and must be not less than fifteen (15) years of age.

26. All license certificates shall be signed by the members of the entire board.

27. No application for registration, examination or license will be considered unless made out and duly sworn to upon a blank furnished by the board and accompanied by the fee for the same.

28. Every application based upon a license issued upon examination by a former board of this State must be accompanied by the certificate of such license; said certificate may be returned to the applicant with the word "superseded" plainly and indelibly stamped across the face thereof in perforated letters with red ink.

29. Examiners must turn over all candidates' examination answers to the secretary of their branch at the next succeeding examination. The secretary of a local branch shall not be assigned a department in the examination, but may be called upon to assist the examiners, or to take the place of one of them in his absence.

30. All per diem expenses necessitated by the holding of general meetings of the board, or the work of the committees; all expenditures for books, papers, records and all stationery used by the board or its branches, shall be a charge on the general fund; all the other expenditures of the board shall be disbursed out of the funds of the respective branches.

31. Each branch shall act on the examinations held by it within two weeks after such examinations shall have been held, and the local secretary of such branch shall within one week thereafter make a report to the general secretary, giving the names of all examinees, the grade for which examined, the percentage received on each paper and all other data necessary for the general secretary to enable him to report a comprehensive summary of the work of the board at its next quarterly meeting.

32. Eight members shall constitute a quorum at the meetings of the general board.

33. The number of hours constituting a day's work of employes in a drug store or pharmacy in cities having at the latest State or United States census a population of a million inhabitants or more, is hereby regulated as follows: The working hours are not to exceed ten (10) working hours in any day of the week except Saturday, and not to exceed twelve (12) working hours on Saturday: Provided, however, that by agreement between employer and employe, the distribution of the said working hours through the several days of the week may be varied from the above, except that they shall not in any event exceed one hundred and thirty-six (136) hours in any two consecutive weeks.

34. At each meeting of the general board the following shall be the order of business: (1) Roll call; (2) Reading of minutes of previous meeting; (3) Miscellaneous communications; (4) Reports and communications from the president; (5) Reports and communications from the secretary; (6) Reports from standing committees; (7) Reports from special committees; (8) Miscellaneous and unfinished business; (9) Adjournment.

#### RULES GOVERNING THE BRANCHES.

1. The several branches of the board shall organize in accordance with the provisions of the pharmacy law.

2. The chairman of each branch shall preside at the meetings of the same, and in his absence the members shall select one other member to act as temporary chairman. He shall perform such duties properly pertaining to his office or prescribed by law or resolution of the branch. He may call special meetings of the branch at such times and places as he may deem necessary, and he or the secretary-treasurer must call such special meetings when requested to do so by three (3) members of the branch.

3. The secretary-treasurer shall perform such duties as may be imposed upon him by law or by resolution of the branch. He shall be the responsible custodian of all the books, records,

papers, money and all property of the branch, and shall furnish annually to the branch and to the general secretary of the board an inventory and statement of all such books, records, papers, money and property, and the bond of the outgoing secretary-treasurer shall not be satisfied until he shall file with the secretary-treasurer of the general board a receipt for such books, records, papers, money and property. He shall give due and timely notice, in writing, of all regular and special meetings of the branch. Unless otherwise ordered, the secretary shall represent the branch at all prosecutions instituted by it, under the general supervision of the Committee on Prosecutions. He shall keep a record of all licenses and registrations in force in his section.

4. Order of business to be observed at each meeting of the board: (1) Roll call; (2) Reading and approving minutes; (3) Reading of communications; (4) Secretaries' report on violations, financial report and other matters; (5) Unfinished business; (6) New business; (7) Report of examiners; (8) Adjournment.

5. At each meeting three members shall constitute a quorum.

## OPPOSE THE NEW PHARMACY LAW.

### Druggists Organized to Secure Legislative Amendments

#### —The Movement Started in Brooklyn and New York

#### —Character of the Amendments Proposed.

Opposition is developing in some quarters to the new State pharmacy law. This, of course, is nothing new, as at least one pharmaceutical association of this city, the Greater New York Pharmaceutical Society, announced its intention several months ago of opposing the law. In Brooklyn the movement in opposition is said to be headed by John Gallagher, proprietor of the pharmacy at the corner of Concord and Jay streets. Objection seems to be directed chiefly against the operation of two grades of licenses. The feeling seems to be growing, too, that too much power has been delegated to the board. The manner in which members of the eastern branch are elected has also come in for considerable criticism. It is objected that the election of the five members of the eastern section should be confined to three pharmaceutical organizations. In discussing the right of the Deutsche Apotheker-Verein to the election of a member, Mr. Gallagher expressed himself as follows:

"I don't believe the German Apothecaries' Society has any right to elect a member of the board any way. I understand the members of that society are not allowed to transact the business of the society at meetings in English, and I cannot understand why they should be permitted to conduct an election of a member of the Board of Pharmacy in German. The Board of Pharmacy should be non-sectarian. I am an Irishman. Why might I not form a society of Irish pharmacists exclusively and demand representation on the board? The whole thing is controlled by an oligarchy. So, first of all, I am opposed to the manner of election of the eastern branch members."

As the spokesman for the Brooklyn opposition, Mr. Gallagher expressed his disapprobation of the manner of disposing of the funds of the eastern branch. He deems it very unfair to turn over the balance in the treasury of the branch to the New York and Brooklyn colleges of pharmacy, while the funds of the middle and western sections are turned into the State Treasury. Mr. Gallagher said: "These colleges are private institutions. If they gave a few deserving young men free scholarships I would have no objection to diverting the funds of the branch in their direction. I believe the new law was designed to do certain pharmacists injury, and I am of the opinion that there are lots of others who believe as I do."

#### Organized to Secure Amendments.

On Tuesday evening, January 22, a number of prominent pharmacists of New York and Brooklyn who are opposed to the provisions of the new pharmacy bill met at the residence of Dr. A. L. Goldwater, No. 66 East 112th street, for the purpose of drafting a series of amendments to the new law, to be introduced into the Assembly and Senate at this session of the State Legislature. There was also present Julius Levy, a lawyer, of No. 99 Nassau street, who had been engaged to draft the amendments.

It was decided to so amend the clause relative to the election of members of the eastern section of the Board of Pharmacy that instead of being chosen by the various local asso-

ciations they would be regularly voted for at a meeting of all the registered druggists of the eastern section to be held in New York City in October. If this clause should be amended to meet the views of the protestants, it means the stepping out of office of four of the present five members of the eastern section of the board, for only druggists actively engaged in the retail drug business will be eligible for election to the board.

It was also decided to amend the law to abolish the \$2 license fee. It was also decided to strike out that clause requiring druggists to make sworn declarations that they had complied with the pharmacy law. This amendment will practically wipe out the reregistration feature of the law.

The clause making it imperative for pharmacists to pass an examination before they shall be entitled to an All-State license was also stricken out, and the amendment so worded as to give the right to all those holding certificates from the old board to practice pharmacy all over the State without a further examination.

A clause in Section 192 of the present law gives the board the power to control the quality and strength of drugs sold in this State; although another clause in the present law provides that drugs shall be up to the U. S. P. standard. It was held that the board might consider certain drugs detrimental to the public and thus establish a standard of quality; consequently an amendment was drafted striking out the first clause. The clause giving the board power to revoke a license "for cause" was deemed too broad, and this clause was also amended.

Another amendment related to the division of the surplus funds. Instead of being paid to the Brooklyn College of Pharmacy and the New York College of Pharmacy these funds will go hereafter, as far as the eastern section is concerned, to the public treasury, the same provision as is in force in connection with the other two sections of the State.

It was announced at the meeting that Assemblyman John Rainey, of Brooklyn, would introduce the amendments in the Assembly and that Senator N. A. Elsberg would act in the Senate. Dr. Goldwater stated that he would bring the amendments to the notice of the Executive Committee of the Greater New York Pharmaceutical Society, and that committee would be present at a meeting to be held on Sunday evening, January 27, in Brooklyn, at which Lawyer Levy would have all the amendments in proper form to be passed upon.

#### Views of a Member of the Board.

Prof. George C. Diekman, of the Board of Pharmacy, has decided views on the new pharmacy law. While he does not look upon the measure as a perfect one, and believes that some of the provisions of the act could easily be improved upon, he still regards all agitation of the subject and all attempts at amendments at the present time as extremely ill advised. He was also emphatic in his belief that any effort at having the law changed would be fought tooth and nail by all the associations—those of Erie and Middle New York, as well as of this city—with the exception perhaps of one.

In talking of the subject to an AMERICAN DRUGGIST representative, Professor Diekman said:

"I think that it is extremely short sighted to begin seeking to amend a law just as that law has been put in operation. Put yourself in the place of the legislators at Albany, especially those who helped to pass the bill. They will be disgusted. They are likely to ask: 'If this law is not what you wanted, why did you have it introduced? Do you know that it isn't what you wanted? Have you given it a trial? Have you seen how it operates? Why don't you wait and see how many want to register under it?'"

"Now, if you will look into the matter calmly, you will find that the main opposition is to legacies of the old law—the fact that registration in one district does not carry with it the power to do business in another. There are three classes registered under the old law who are probably disgruntled. They are those who are registered on experience, on a diploma from a college of pharmacy, or those who were registered because they had a physician's diploma.

"There are potent reasons why those who possess a certificate obtained under the old law in this district should not be allowed to practice up the State without an examination. Take the case of the men who obtained their certificates under the old law simply by showing that they had a medical diploma. Then we had to register physicians as pharmacists. There are several hundreds of these doctors in New York who both prescribe and sell their medicines. These men are, in the main, foreigners. One has nothing against them on that account, but just think of the little railroad towns up the State, where hordes of Italian laborers are at work on canals and other improvements. Do you think it fair to the up the State

pharmacists if these physician-pharmacists, who have no standing there now, were let loose to locate wherever they wished. They can do it now if they pass an examination, but that is at least some restriction, and the up State pharmacist has some protection.

"Neither these physician-pharmacists, nor those who registered on experience or college diplomas, have lost anything by the new law. They have the same status that they had before it went into operation. Under the old law the pharmacist who registered in Buffalo had to stay in that territory. It is the same now, while he has the additional right now of entering upon an examination, which, if he passes, entitles him to practice in any part of the State. It used to be the same with physicians under the old medical law. If they had a certificate to practice in one part of the State they could not in another unless they obtained some sort of special dispensation from the Board of Regents.

"Take the case of the pharmacist who came to us under the old law with a college diploma. We had to register him. We didn't know whether he was competent, because we did not examine him. Why should we foist these men all over the State?

"If a pharmacist is registered in New York State he cannot practice in New Jersey. He must first go before the New Jersey Board and pass an examination. Yet the same question arises. Why should not the man who is permitted to practice pharmacy in this State be allowed to practice in New Jersey, just across the river? It is because the New Jersey Board cannot testify that the man is competent unless it examines him. It's the same way with the present New York Board. We can't estimate a man's competency until we test his knowledge.

"But it must also be remembered that this is not our law. The law emanates from Buffalo. The State Association drafted and authorized it, and we fell into line only when our own amendments failed to pass. It was a step forward, for it contained many pronounced improvements over the old law. But we never held that it was perfect, as we might have if it were of our own making. Still, even at that, the law is only in its infancy. Give it at least a year's trial. See how it works. Then, when we really know its weakness, let us ask for amendments, and the chances are that, working together, we'll get them."

## BOSTON DRUGGISTS' ASSOCIATION.

### Annual Dinner and Election of Officers.

Boston, January 23.—The annual meeting and dinner of the Boston Druggists' Association was held last night at Young's Hotel. A resolution upon the death of the late Luther L. Jenkins was adopted. Charles F. Nixon, Ph.G., was elected to membership, and Hon. Gorham D. Gilman was elected delegate to the Massachusetts State Board of Trade for a term of three years.

#### OFFICERS ELECTED.

An election of officers was then held, with the following result: President, Fred. A. Hubbard; treasurer, G. H. Ingraham; secretary, James O. Jordan; Executive Committee, R. L. Richardson (chairman), G. F. Kellogg, Dr. Albert Nott, F. L. Carter, G. B. Markoe, C. P. Flynn, W. D. Wheeler; Membership Committee, Amos K. Tilden (chairman), Henry Canning, J. G. Godding, F. A. Davidson, W. F. Sawyer.

Mr. Hubbard's speech accepting the presidency was one of the hits of the evening. The retiring president, Mr. Cobb, was thanked for his efficient services during the year. Mr. Cobb presided at the early part of the dinner and his speakers were Hon. Charles E. Adam, president of the Massachusetts State Board of Trade; George S. Evans, Post Office Inspector, Boston, and B. F. Campbell, M.D. President Hubbard then took the chair and briefly outlined his policy and bespoke the support of the members for the same. He then called upon several members for speeches, introducing each cleverly. This list included Messrs. Nixon and Tilden, for the Board of Pharmacy; Messrs. Carter, Kellogg and Gilman, for the wholesale trade; Mr. Sawyer, for the College of Pharmacy; Messrs. Flynn, Orne and Ingraham, for the retail trade, and Dr. Nott for the medical profession. This profitable meeting adjourned at a late hour.

## REDUCING THE WAR TAXES.

### Changes in the Medicine Schedule.

From Washington comes the news that the bill reducing the taxes imposed by the War Revenue act is completed by the Senate Finance Committee. It proposes a reduction in round numbers of \$40,000,000, which is a few millions less than proposed by the House.

That section relating to medicinal and proprietary medicines from which the tax was removed by the House bill has been recast and the duty restored on secret formula or proprietary medicines. Drugs and medicines and cosmetics compounded by private formula or protected by trade-mark (except natural spring water, carbonated or uncarbonated) are classed as proprietary medicines and taxed at the rate of one-tenth of 1 cent for each 10 cents in value.

Exempted from taxation are medicinal preparations compounded "according to a formula in the United States Pharmacopoeia or the National Formulary of an edition of not later than 1900," or which "bear conspicuously upon the package or label thereof the true and correct working formula for making, compounding or preparing the same," provided such medicine is not advertised as a remedy for any disease or ailment, or any medicine, the name of which indicates its specific use, but which is the recognized pharmaceutical name used by physicians in their practice and not a proprietary name, or medicines compounded according to physician's prescriptions or by a druggist to be sold at retail.

### Parke, Davis & Co. Increase of Capital Stock.

At a meeting held on January 15 the stockholders of Parke, Davis & Co., Detroit, resolved on a new issue of \$300,000, thus increasing the capital stock of the company to \$1,500,000 and wiping out a floating debt of \$500,000.

Under resolutions passed by stockholders and directors each stockholder has the option of purchasing at \$50 per share whatever proportion of such issue his or her holdings may bear to the whole amount of stock already issued; and any of such stock not so disposed of and paid for by February 1 is to be sold as the Board of Directors may determine, but not at less than \$50 per share.

As the par value of the stock is \$25 per share, by the new arrangement \$600,000 is added to the working capital, entirely wiping out all indebtedness and increasing the tangible assets, exclusive of good will, etc., to \$3,000,000—capital stock \$1,500,000, and surplus \$1,500,000.

The new arrangement also permits of the execution of a long cherished design. For a number of years the house has felt the necessity of providing a commodious, ample and modern home for its scientific staff. The plan of an elaborate science laboratory devoted exclusively to research work along chemical and pharmacological lines, provided with every facility, and occupied by men exempt from routine work, is very tempting, and they are now ready to execute it. Architects have begun on estimates and drawings, an ideal site on the river bank having been afforded by a large block of land recently purchased and adjoining the present buildings. The new science laboratory will probably be 160 feet long, 60 feet deep and three stories high.

### Glass Bottle Prices Unsettled.

The agreement heretofore existing among the manufacturers of flint glass bottles and prescription ware was declared off on the 10th inst., and prices on a large number of lines are no longer fixed, there being open competition for orders among all the leading manufacturers. It is thought likely that there will be a considerable open cut in prices soon, as in addition to the ordinary influence of competition for business another factor has recently entered the field. Up to a recent date the bulk of the flint glass ware was made by what is known to blowers as the pot system. The capacity of the pot system is limited and its operation more expensive than the new open tank system which is being introduced by many of the large glass factories. It is said that the difference in cost amounts to as much as 25 per cent., and while the new system is not adapted to the production of the finer class of bottles, such as perfumery ware, for instance, for all other lines of bottle ware it gives every satisfaction, the difference in appearance between the two makes of bottles being hardly perceptible. It is now possible, in view of the dissolution of the agreement among bottle manufacturers, for retailers to buy at advantageous prices.

## GREATER NEW YORK.

The Barret Chemical Co., 344 Bowery, removes to 9 North Moore street on February 1.

The store of L. F. Welsmann, 2755 Broadway, corner of 108th street, has been purchased by Hubert Geenens.

C. J. A. Fitzsimmons, of Parke, Davis & Co.'s local forces, has returned from his wedding trip, spent in the South.

Louis Elckwort has purchased a drug store on Sands street, Brooklyn. He was formerly apothecary on the U. S. S. Texas.

Isidor D. Wolf, 35 Pike street, New York, is a recent acquisition to the membership of the Retail Druggists' Association.

The annual ball of the Alumni Association of the Brooklyn College of Pharmacy takes place at the Argyle, on Fulton street, Brooklyn, on February 13.

Among recent visitors to this city was George Reimann, of Buffalo, and his wife. Mr. Reimann is secretary of the Western Branch of the Board of Pharmacy.

The annual ball and entertainment of the Retail Druggists' Association takes place on March 8 at Terrace Garden. A. Bakst is chairman of the Committee on Arrangements.

In order to lessen severe competition Charles Bernstein, who now owns a drug store at 96 Hester street, has purchased the establishment of Weltman & Savin, 97½ Hester street.

W. H. Schoonmaker, of Park avenue and Forty-second street, is spending the winter in Florida. He is at present at Rockledge, on the Indian River, luring the gamey tarpon.

Charles S. Erb, who was recently elected master of Charity Lodge, F. and A. M., has named as his associates in the lodge G. C. Diekman, Harry B. Ferguson and Charles H. Bjorkwall.

Martha H., wife of Theodore Angelo, formerly proprietor of the pharmacy at Fourth avenue and Thirty-first street, died on January 18, at her residence, 71 East Eighty-seventh street.

W. C. Anderson, 320 Lafayette avenue, Brooklyn, has engaged Ralph Harloe, B. C. P., '90, while James A. Borst has accepted a position with Hegeman & Co., 125th street and Seventh avenue.

The new store of the H. S. Johnston Drug Co., at Twenty-fifth street and Third avenue, to which they moved from No. 350 Third avenue, is extremely handsome with its quartered oak fixtures, stained green, tiled floors, etc.

The death is announced of Wm. Cagger, a retired and wealthy manufacturer of druggists' glassware, formerly of New York City and latterly of Richmond, Va. Mr. Cagger retired about six years ago and was reputed to be a millionaire.

As Abraham Bakst has gone into the wholesale business with his brother under the firm name of Bakst Bros., his resignation as a member of the Retail Druggists' Association has been accepted, and he has been elected an honorary member.

The engagement has been announced of Monroe W. Lauer to Miss Estelle G. Hilson. Mr. Lauer is well known as the partner in the firm of Magnus & Lauer, essential oil manufacturers and dealers in perfumery products, this city, while Miss Hilson is a daughter of E. Hilson, of Hoffman House Cigar fame.

The drug store of J. L. House, corner Albany and St. Mark's avenues, Brooklyn, was badly wrecked last Saturday by the sudden entrance of a horse and wagon that came through the door. The plate glass windows in the doors were shattered and a telephone box inside smashed in. The damage done was estimated at about \$700.

F. W. Marshall, of the Auburn Extract Co., Auburn, N. Y., was a visitor to the local drug market last week. Others visiting the city during the past fortnight who registered at the Drug Club or who called on the trade were Joseph Jacobs, Atlanta, Ga.; A. Roderick Grant, Portland, Ore.; R. E. Shoemaker, Cumberland Glass Mfg. Co., Bridgeton, N. J.

The pharmacy at Eighth avenue and 125th street, formerly owned by F. W. Kinsman, Jr., and now conducted under the style of F. W. Kinsman, Jr. Co., is a popular and well patronized stand. The attractiveness of the store has been greatly added to the past week by the introduction of a handsome soda fountain furnished by the Liquid Carbonic Acid Gas Mfg. Company.

The engagement is announced of George Howard Macy, con-

nected with Dodge & Olcott, this city, to Miss Grace Florence Schneider, daughter of Frederick Schneider, president of the Schneider & Irving Drug Co., Troy, N. Y., and the young couple are receiving the congratulations of their extensive circle of acquaintances in the wholesale and retail drug trade, as well as in the social set.

The death is announced of Charles Chauncey Parsons, widely known as the manufacturer of "Household Ammonia." Mr. Parsons died at his country home at Hempstead, L. I., on January 18. His death was unexpected and was due to heart disease. He was 60 years of age. Mr. Parsons was a member of the Harvard and Nineteenth Century clubs and of the American Chemical Society.

New faces at Walter S. Rockey's store at Thirty-fourth street and Eighth avenue are those of Edwin Brown, Oneonta, N. Y., and P. C. Pettit, who was formerly manager for Russell & Lawrie, White Plains, N. Y. Mr. Rockey, by the way, has just gone to Worcester, Ohio, to attend the funeral of his brother, Keller Rockey, who recently died in Mexico, and under whose will Mr. Rockey shares in a large fortune.

The certificate of incorporation of the firm of B. H. Bacon & Co. has been filed in the Monroe County Clerk's office. The company is organized for the purpose of manufacturing and compounding drugs, medicines, etc. The business is to be located in Rochester and the capital stock is \$50,000, which is divided into 50 shares. The directors for the first year are William Hummelbaugh, Amelia Bacon and Jessie Thweatt.

The annual meeting of the Newburgh Druggists' Association was held at the Palastine Hotel, when officers were elected as follows: Isaac C. Chapman, president; Richard Ennis, vice-president; Frederic Wallace, secretary; Clarence Miller, treasurer; F. A. Grenzebach, Geo. H. Merritt and Isaac Lozier, Executive Committee; Geo. H. Merritt and W. Francis Nutt, Legislative Committee. Mr. Wallace was chosen as delegate to the convention of the National Association of Retail Druggists.

The Alumni Association of the New Jersey College of Pharmacy met in annual session in Davis' Parlors, Jersey City, on the evening of January 18. Before proceeding to the discussion of business the members partook of dinner. The association was addressed by President Sykes, Professor Hommel and Professor Lohmann. Officers to serve during the ensuing year were elected as follows: President, Alfred Sykes, of Newark; vice-president, Charles J. Breuniger, of Nutley; secretary, Carl E. Von Gehren, of Newark; treasurer, Leander S. Bennett; delegate to the Board of Trustees, F. W. A. Hain.

The New York Section of the Society of Chemical Industry held its regular meeting last Friday evening at the Chemists' Club, 108 West Fifty-fifth street. The following papers were read: E. Hantke, "The Presence of Arsenic in Beer;" V. Coblenz, "A Brief Review of the Pharmacopoeia Commission and Its Work;" R. C. Schupphaus, "Laboratory Method of Determining Temperatures of Explosion" (with demonstration of apparatus); Alan A. Clafin, "The Use of Lactic Acid in the Manufacture of Leather;" Jokichi Takamine, "The Blood Pressure Raising Active Principle of the Suprarenal Gland."

Edward Denton Raymond, the newly appointed military pharmacist of the Fourteenth Regiment, is one of the most popular lieutenants in the organization. His military record dates back to March, 1891, when he enlisted in the Fifteenth Separate Company. He was transferred to the Fourteenth Regiment on December 18, 1896; warranted hospital steward on the same date and commissioned second lieutenant of Company C November 25, 1896. During the war with Spain Lieutenant Raymond served as second lieutenant in the Fourteenth Volunteer Regiment from May 16 to June 15, 1898, afterward becoming hospital steward.

The annual "Ladies' Night" of the Retail Druggists' Bowling Club was thoroughly enjoyed. Mrs. Otto Boeddiker rolled the highest score and was awarded a prize of a handsome stick pin. F. N. Pond made the highest score of the men and won the club badge, as well as a rag doll. Humorous selections were given by Fred Wichelns, and another interesting feature was a delectable luncheon. Among those present may be mentioned President and Mrs. G. E. Schweinfurth, Miss De Zeller, R. H. Timmerman, Mr. and Mrs. Otto Boeddiker, Mr. and Mrs. G. H. Hitchcock, Mr. and Mrs. C. H. White, Mr. and Mrs. J. Maxwell Pringle, Mr. and Mrs. C. S. Erb, Mr. and Mrs. William Weiss, Mrs. G. C. Diekman, Miss Smith, Miss Leveridge, Miss Linton, Miss Boeddiker, Miss Androvette, Miss Krueger, Miss Heinemann, S. F. Haddad, L. William De Zeller, A. J. Heinemann, T. W. Linton, Fred. Wichelns, F. N. Pond and Bruno Dauscha.



**LEHN & FINK BURNED OUT.****\$125,000 Fire in William Street.**

Lehn & Fink, wholesale druggists, at 128 William street, were burned out on January 25, losing about three-fourths of their \$150,000 stock. The loss is fully covered by insurance. The new building of the firm at 120 William street is practically ready for occupancy, and business will be resumed at once. The stock of Thurston & Brailsch, at 130 William street, was also damaged.

**The Alumni Ball.**

Fred. Borggreve, chairman, advises us that the Executive Committee of the Alumni Association of the New York College of Pharmacy has completed its arrangements for the sixth annual ball and thirtieth anniversary, which takes place at the Lenox Lyceum, Madison avenue and Fifty-ninth street, Wednesday evening, January 30. One of the many features of the grand concert will be the singing of Marie Laurens, the well-known prima donna. Crowley's Eighth Regiment Band and Orchestra will supply the music for both the concert and dances. The hall will be decorated, as will the boxes of the senior and junior classes, the fraternal orders, Kappa Psi and Phi Chi, and the Retail Druggists' Bowling Club. The grand march will be conducted by Charles H. Bjorkwall and John Pierson.

**Department Stores Satisfied to be "Aggressive Cutters."**

The Retail Dry Goods Dealers' Association, through its secretary, C. J. Rosebault, has notified the Joint Conference Committee of the various local pharmaceutical associations that it will not enter into any agreement whatever for the upholding of any schedule of prices on patent medicines.

Although it had been hoped that a different conclusion would be arrived at by the heads of the various department stores of Greater New York, the decision will in no way affect the adoption of the N. A. R. D. plan, while it will place the stores in the category of "aggressive cutters."

The plan went into effect on January 24, after the following letter had been mailed to all the druggists agreeing to the list: "The price-schedule herewith inclosed will become operative on and after Thursday, January 24, 1901.

"Every one dealing in medicinal proprietary articles is expected to conscientiously uphold and maintain these prices, and every such dealer is requested to see that in spirit and in letter these minimum prices are adhered to. There may be some little difficulties for a short time, but let every one stand up for what is only right and just and the retail dealer in proprietary articles may come in for a share of the justice.

"You are requested to inform the secretary, G. E. Schweinfurth, 886 Sixth avenue, from time to time as to the operation of this price schedule in your locality."

The letter was also sent to the department stores and large grocery stores where certain patent medicines are stock in trade.

Another meeting of the committee was held to-day, January 23.

**Opposing Objectionable Legislation.**

The chairmen of the legislative committees of the local pharmaceutical associations and of the State Pharmaceutical Association met at the New York College of Pharmacy on January 24, in order "to make arrangements and complete plans to meet various adverse measures now pending in the Legislature." The call for the meeting was issued by Felix Hirseman, president of the New York State Pharmaceutical Association, and among others present were William Muir, of the Kings County Pharmaceutical Society; George Kleinau, of the Deutscher Apotheker Verein, and G. H. Hitchcock, of the Manhattan Pharmaceutical Association.

The measures considered were Assemblyman Bell's bill which, while aimed at Christian Scientists and quacks, is also injurious to the drug trade. The bill amending the Greater New York Charter, which makes provision for a board of pharmacy for this city separate and distinct from the General State Board of Pharmacy; and Assemblyman Henry's bill, which aims, among other things, to reorganize the Hospital Corps of the State Militia, eliminating the present grade of lieutenant, and reducing the pharmacist in the corps to the rank of sergeant.

It was decided to strenuously oppose these measures, and

the joint committee will ask for hearings before the Assembly committees to whom the bills have been referred. Another meeting of members of the legislative committees will be held early the present week, probably at the rooms of the Board of Trade and Transportation, prior to going to Albany.

**The College Meeting.**

The New York College of Pharmacy held a well attended meeting on the evening of Tuesday, January 15. The principal event was the reading of a paper by J. H. Stallman entitled "The Cinchona Barks of the New York Market."

Every word of the essay was listened to with the keenest interest. Aside from the scientific information contained in the paper, its value was enhanced by personal recollections of the market by the author, together with a brief *résumé* of the changing conditions of a lifetime spent in the trade.

The discussion that followed was lively and interesting. Albert Plaut gave his recollections of the days that were past and gone, and Prof. H. H. Rusby went over the scientific points of the address. The different methods employed in different localities of South America in preparing the barks for the markets of the North were told of, and the Professor also related experiences he had had while thus engaged. Adolph Henning also spoke to the subject.

After the reading and discussion Mr. Stallman presented to the college specimens of barks of the present day; and the college collection, dating back to 1832, that donated by McKesson & Robbins containing 125 specimens, the herbarium of mounted specimens of all the species of cinchona, a part of the college museum, and a collection from the Canby Herbarium, were all placed on exhibition.

A vote of thanks was tendered to Mr. Stallman and the others who had helped toward the evening's entertainment, after which the meeting adjourned.

**Annual Meeting of the Drug Trade Section of the Board of Trade.**

Dinner preceded the recent annual meeting and election of officers of the Drug Trade Section of the Board of Trade and Transportation, held at the Drug Club. John H. Stallman presided, and Thomas F. Main, chairman of the Committee on Legislation, made a report reviewing the work of the committee during the past year, mentioning in particular the success of the committee's efforts in defeating the so-called Poison Bottle bill in the last Legislature and in securing favorable action toward having Schedule B of the War Revenue act repealed.

Interesting reports were made by Mr. Stallman as chairman of the Joint Committee of Jobbing Druggists, and by Andrew B. Rogers, chairman of the special committee on regulating the storage of drugs and chemicals, after which the election of officers for the ensuing year took place, with the following results:

Chairman, Colonel E. W. Fitch, of Parke, Davis & Co.  
Vice-Chairman, Jesse L. Hopkins, of J. L. Hopkins & Co.  
Treasurer, W. D. Faris, of H. J. Baker & Brothers.  
Director, John McKesson, of McKesson & Robbins, representing the section in the Board of Trade and Transportation.

**Annual Meeting of the Rhode Island Association.**

The annual meeting of the Rhode Island Pharmaceutical Association was held at Providence on January 9. Addresses were made by President Mason B. Wood and James O'Hare. Action was taken to further the movement for the repeal of the war tax on proprietary medicines, the secretary being instructed to communicate with the two Senators from the State of Rhode Island, urging them to use their best efforts for the passage of the bill which was recently passed by the House of Representatives, doing away with the tax.

The election of officers resulted as follows: President, Mason B. Wood, East Providence; vice-presidents, Howard A. Pearce, Providence; S. Winfield Himes, Phenix; Charles M. Barbour, Westerly; James T. Wright, Newport; William H. Buffington, Bristol; secretary, Charles H. Daggett; treasurer, Albert Fenner; Executive Committee, Alex. W. Fenner, Jr., Providence; James O'Hare, Providence; E. W. Sars, Hope Valley; Committee on Legislation, James O'Hare, Norman H. Mason, Charles A. Clancy, M.D., Charles A. Gladding and John E. Groff; Committee on Papers and Queries, Charles H. Daggett, Charles E. Greene, John E. Groff; Committee on Entertainment, Nicholas C. Reiner, Harry L. Swindells, Arthur Howe; Committee on Adulterations and Impurities, Norman H. Mason, Edmund C. Danforth and S. Winfield Himes.



## WESTERN NEW YORK.

## The New Price List in Fo ce.

Buffalo, January 24.—The new minimum price-list of the Erie County Pharmaceutical Association went into effect January 20 and there is much interest on the part of all members of the trade in its outcome. Of course there are those who would be glad if the other druggists would live up to it and let them slip out, and if there are enough of them to spoil the undertaking it will soon go down. So the word is "if" as yet, though the plan will not be allowed to fall without a struggle, for it has involved a great amount of work and there is need of it. The signers of the plan are numerous enough to make it a success if they will live up to the pledge, for out of the 141 stores in Buffalo about 120 are in the agreement. The price-list leaves all 5, 10, 20 and 35 cent articles at full price, reduces 25 to 22, 50 to 44, \$1 to 84, \$1.25 to \$1.15 and \$1.50 to \$1.35, leaving about a dozen out of the list entirely, including Allcock's plasters, and Carter's pills at 25 cents, Castoria at 35 cents, Swamp Root and Scott's emulsion at 50 cents, Paine's celery compound, Pinkham's remedies and Swamp Root at \$1, Warner's safe remedies at \$1.25, Fellows' syrup and Kennedy's discovery at \$1.50. All these latter may be sold at whatever price the druggist may fix and no questions will be asked. It is supposed that these will act as sugar used to with the grocery—attract trade in other articles. The list does not apply to perfumeries and toilet articles, but as there are several preparations that are on the border line of both proprietary medicines and toilet articles a list is made of them to save the druggist from making any mistakes. The circular that accompanies the list states that there is no objection to a druggist getting full price for everything, and that it is the plan to advance this list of prices as soon as possible.

## The Western Branch of the Board.

The western branch of the new State Board of Pharmacy met in Buffalo on the 16th and again on the 23d, continuing sessions through the latter week in order to receive the applications of the various dealers for licenses and to answer the many questions that are bound to come up under the new law. The secretary has a stack of letters filled with all sorts of inquiries, which must be gone through and decisions rendered.

At the meeting on the 23d it was ruled that in case of proprietors' names to go on store signs the initials of the first name would be sufficient. This would cover up the fact that a woman was the owner, which seems to be desirable.

The owner of a general store in a country village, who had bought out a small drug stock, applied for information as to what he might sell without a license. He was instructed to send in a list and the articles requiring a license would be noted. These he will sell to a druggist in a neighboring town.

Six candidates were examined at the first meeting, but only the following license was issued: Pharmacist, to George T. Hanson, of Hanson Bros., North street, Buffalo.

## TOPICS OF INTEREST.

Edgar M. Jewell, of Batavia, has sold his pharmacy to E. H. Leadley and E. G. Buell, of that place, and will engage in the manufacture of druggists' specialties at some place not yet selected. It is expected that he will remain in Batavia and establish his new industry there. He is now well known to the trade as a member of the new State Board of Pharmacy. The new firm will operate under the name of Leadley & Buell. Mr. Leadley is a graduate of the Buffalo College of Pharmacy, class of '97, and has had charge of the prescription department of the store for some time. Mr. Buell is a well-known Batavian and is vice-president of the E. N. Rowell Paper Box Company. He will not enter actively into the management of the store.

On January 15 occurred the annual banquet and ball of the St. Andrew's Scottish Society of Buffalo, at the house of Thomas Stoddart, of the drug firm of Stoddart Bros. Mr. Stoddart is president of the society, and among the notable occurrences at the meeting was the presentation to the president by the society of an elegant cup, to be known as the Thomas Stoddart trophy, to be offered as a prize to the best all-round athlete at the annual games of the Society. An elegant fan was presented to Mrs. Stoddart by the ladies of the society. There were many attendants of non-members of the society, especially from among the city druggists.

David M. Cowan, of the wholesale drug firm of Plimpton, Cowan & Co., Buffalo, has gone with his family on a Southern trip, not to return till the middle of March. Mr. Cowan has stuck very closely to his desk for a good many years and the rest is much needed.

## MASSACHUSETTS.

## Health Board at Work on Arsenic—Provisions of the Law—Drug Clerks Suffocated.

Boston, Jan. 23.—The report of the Board of Health shows the examination of 90 samples of drugs during the month, of which 53 were found to vary from the legal standard. The samples found to be adulterated were acidum tannicum, chloroformum, glycerinum, oleum limonis, piper, potassii bitartras, sodii phosphas, sulphur precipitatum, syrupus, tincture iodum, zingiber. Of 22 samples of sodium phosphate, 10 were found to contain arsenic in considerable quantity. One sample contained 0.049 per cent. of arsenic. At the present time the board is doing much arsenic work, not alone in testing certain drugs, but an examination of fabrics is under way. This activity is due to the passage of a law by the Legislature of last year, and the measure seems to have gone through with the knowledge of only a very few people. In fact, the board did not know of it until after its adoption. The law follows:

Section 1. Any corporation, person, firm or agent who directly or by an agent manufactures, sells, exchanges, or has in his custody or possession with intent to sell or exchange, any woven fabric or paper containing arsenic in any form, or any article of dress or of household use composed wholly or in part of such woven fabric or paper, shall on conviction thereof be punished by fine of not less than fifty nor more than two hundred dollars; provided, however, that this section shall not apply to dress goods or articles of dress containing not more than one one-hundredth grain, or to other materials or articles containing not more than one-tenth grain of arsenic per square yard of the material.

Section 2. The State Board of Health shall make all necessary investigations as to the existence of arsenic in the materials and articles mentioned in section one of this act, may employ inspectors and chemists for that purpose, and shall adopt such measures as it may deem necessary to carry out the provisions and to facilitate the enforcement of this act.

Section 3. This act shall take effect on the first day of January in the year nineteen hundred and one. (Approved May 18, 1900.)

The board interprets the term arsenic to mean metallic arsenic.

## Drug Clerks Suffocated by Gas.

Arthur A. Pettingill, employed at Metcalf's, 39 Tremont street, and his room mate, died from accidental gas poisoning on January 16. The men were both from Belfast, Me., and roomed together at the South End. Pettingill had only been at 39 Tremont street a short time, having previously worked at the firm's Brookline branch. It is not known what time the men retired Tuesday night, but they evidently lighted the gas stove and also the gas light and then went to sleep. Nothing more is known until 3.30 p.m. of the following day, when the proprietor of the house burst open the door and found the men dead. The room was intensely hot and death was undoubtedly due to suffocation, all of the oxygen having been exhausted by the gas flames. The bodies were removed to the Morgue, and Pettingill was subsequently identified by employees of the T. Metcalf Co. Pettingill was well liked at the store. His body was shipped to Montville, Me., for interment.

## Honors Thrust Upon Him.

Daniel J. Kiley conducts a drug store at 301 West Broadway and does not take more than ordinary interest in politics, but a New York contemporary insists upon thrusting political greatness upon him. This journal has twice had him elected (according to the types) to the presidency of the City Council. Now the truth of the matter is that Kiley, of 301 West Broadway, did not preside over the deliberations of the Council last year; neither is he going to this year, but he may some time. This city boasts of two Daniel J. Kileys; one lives in Ward Eight and is a bookkeeper and politician, and was the president of the Common Council last year and has just been elected to serve again. The other Kiley is the one mentioned at the beginning of this article and lives in Ward Sixteen, and his gavel is the pestle which he wields according to the demands of his patrons. The contemporary's correspondent needs to do a little Kiley sifting, so as to properly locate his men.

## Druggists Getting Together on Prices.

The canvass of Boston and vicinity by the Apothecaries' Guild is now completed and a meeting of those interested will take place this week. There were 210 signers in this city and some of these names represent two or three stores. The out

of town number of signers follows: Cambridge, 41; Somerville, 18; Malden, 10; Chelsea, 17; Newton, 21; Brookline, 8; Waltham, 12; Watertown, 6; Everett, 1, and Milton, 1. Fifteen Hub druggists refused to sign and of the suburban druggists there were only eight refusals. The canvass is satisfactory to the managers, Messrs. Cobb and Flynn.

## PENNSYLVANIA.

### Results of the Board Prosecutions—Features of the Proposed Bill—The Drug Exchange Elects Officers.

Philadelphia, January 24.—The prosecution of the retail druggists in this State by the Pennsylvania Pharmaceutical Examining Board has created considerable opposition, and it is possible that at this session of the Legislature bills will be presented which will curtail the powers of this board. A measure is now being prepared by the local association, the most striking feature being the division of druggists into two classes—viz., those who sell prepared articles in the original packages and with seals unbroken, such as proprietary medicines, etc., and, secondly, prescription druggists, who compound prescriptions, put up preparations, and under certain well defined limitations and regulations sell poisons. The second class will be under the same laws regarding competency, certificates, renewals, etc., as at present. The second feature of the law is that the Commonwealth provides by appropriation for the expense of examinations, thorough enforcement of laws, and similar work, thus placing the burden of maintaining the law upon the people who are benefited by it. At present the only funds available are those received as examination fees, which would hereafter be turned into the State Treasury, as is done with any fines imposed for violation of laws.

#### Annual Meeting of the Drug Exchange.

The fortieth annual meeting of the Philadelphia Drug Exchange was held on January 22, and the election of officers resulted as follows: President, Walter V. Smith; vice-president, Adam Pfromm; treasurer, E. A. Howe, and secretary, William Gulager. Directors—John Fergusson, Dr. A. W. Miller, Clayton F. Shoemaker, Mahlon N. Kline, H. B. Rosengarten, Charles E. Hires, Dr. R. V. Mattison and A. R. McIlvaine.

The annual report was read by the secretary, and it showed that the organization was in a most satisfactory condition. In this connection the report reads that the most gratifying feature of business for 1900 has been the absence of large speculative movements. While business has been good the course of the market has been determined by supply and demand rather than by manipulation at the hands of outside operators.

In regard to the storage of "so-called explosives" the report has this to say bearing on the recent Warren street explosion in New York: "The appalling catastrophe in a neighboring city, a few months since, which not only caused the loss of several lives, but also the destruction of several millions of dollars' worth of property, could not but create widespread comment in connection with our line of business, and especially so far as the subject of fire insurance is concerned. It is claimed that a number of articles, such as potassium chlorate, saltpetre and some other articles of this kind, while entirely harmless in themselves, are liable, when brought to an intense heat and in the presence of some other substances, to produce most dangerous compounds. Acting on these conditions, a committee has been appointed by the Board of Underwriters in this city to frame a proposed law which shall govern the storage and handling of these and similar goods, when kept in wholesale quantities of more than one package each."

The usual banquet was held on January 24.

#### The Wholesale Drug Trade Bowling Club

is doing heroic work and on January 25 the first match games were held. The "Wanderers," so termed because the members are traveling men and are without a home, are said to be the most expert. They meet a team from Aschenbach & Miller, and from that time on regular matches are to be played, full reports of which will appear in this journal.

#### Retailing by Jobbers Arouses Criticism.

The druggists are at last beginning to realize that some action should be taken with the wholesale drug houses who are maintaining a retail department, and some action bearing on this subject may be looked for soon. The retailers claim that they have agreed to discontinue buying in quantity and dividing among their various cliques, but the wholesalers have done

absolutely nothing in return for this sacrifice, and at least three of the large jobbers are running retail departments, retailing at wholesale prices, which is certainly prejudicial to the welfare of the retail trade. The attention of Mr. Holliday has been called to this matter.

## OHIO.

### Ownership of the Prescription Under Discussion.

Cincinnati, Jan. 20, 1901.—"The ownership of the prescription is again the big question with us," said Alfred Vogeler, the well-known druggist, the other day. "It has broken into the lay papers, which, as usual, present both sides of the case so thoroughly tinged with their own ideas that the laity 'have it.' The present agitation seems to indicate that the heathens are not yet all converted. The intent of an action is the factor by which it must be judged. This is one of the most universally accepted principles of common law. The idea that a doctor sells either a certain quantity of paper, or a formula written on that paper, is one scouted by physicians. Prescriptions are written in a language and in a manner not comprehended by the ordinary layman. In plain words, the doctor takes great care not to give the patient his formula. On his part the patient would kick prodigiously at giving fifty cents to a dollar for four square inches of paper. He doesn't kick, but pays the tax. For what? He pays in advance for an expected benefit, and if he doesn't get that the possession of a ream of prescriptions won't keep his legs still. If he says that he paid the doctor for the prescription, then he can't complain, for he got what he says he paid for—simply a piece of paper. No title to the formula has passed to him, for there are two parties to the bargain, and when the doctor wrote the formula, he did so in a manner that prevented the passing of any such title. The piece of paper which the patient holds is absolutely valueless to him without calling upon another person to whom the language is intelligible, and who for a consideration prepares certain things in a manner ordered by the doctor."

#### OHIO NEWS ITEMS.

Charles D. Kerr, a Gallipolis druggist, was in Cincinnati last week on business.

N. Ashley Lloyd, the well-known wholesale druggist, has gone to Florida on a fishing trip.

Sigmund Levy, of Chicago, is now owner of the Spangenburg pharmacy at Fifth and Plum streets.

The Cincinnati Chamber of Commerce has bestirred itself in the interest of repealing the tax on patent medicines.

Dick Williams, the well-known pharmacist of New Vienna, is visiting relatives in Illinois. He expects to return home in a short time.

J. Halliday Cline, of Cline's pharmacy, at Athens, has been appointed district lecturer for the Masonic order of the seventeenth district of Ohio.

Leech & Ellis, who were burned out not long ago at Glasgow, Ky., will soon resume business in a new building near the old established place.

Dr. John Whitaker, who formerly owned a local drug store, was recently stricken with paralysis. The late Dr. James Whitaker was his brother.

Messrs. Crain and Foy, the well-known druggists, who were formerly located at Farmer, Ky., have removed their store to Russell, in the same State.

The Coffman Pharmacy, at West Alexandria, has been removed to a new location, and is now one of the neatest stores in that part of the country.

Prof. F. H. Renty, who was engaged in the drug business across the river in Covington during the seventies, recently passed away, after a lingering illness.

It is now the Ohio Valley Druggists' Association, the title of Hamilton County Retail Druggists' Association having been relegated to the land of limbo recently.

The infant son of O. H. G. Lippert, of Liberty and Freeman avenue, Cincinnati, died recently, after a brief illness. Mr. Lippert has the sympathy of a host of friends.

At a special meeting of the Executive Committee of the Academy of Pharmacy it was decided to centralize power by suspending operations in the academy in the future.

Detective John T. Norris had a druggist arraigned before the Mayor of Bowersville for selling whisky contrary to law. His Honor decided that the detective should attend to his own business hereafter.

Judge Rufus B. Smith, of the Superior Court, recently decided the case of Galvin vs. Overbeck in favor of the latter. R. H. Overbeck is the well-known druggist at Dayton street and Freeman avenue. Ellen M. Galvin was the nurse who partook of some poisoned oatmeal prepared by Faitha Gilliam for the Winold family. The judge held that Mr. Overbeck could not be held liable, as he had no knowledge that the poison was to be administered to a human being. The Gilliam woman is now serving a term in the Ohio Penitentiary.

## MICHIGAN.

### Activity of Local Druggists.

Detroit, January 20, 1901.—While we usually expect an appearance of a boom at this season, no one was prepared for the rush of business incident to the onset of the gripe, which has been felt in Detroit in some severity. The very changeable weather, varying as much as 40 degrees in twelve hours, has caused an unprecedented amount of minor ailments. The doctors and druggists are on the go all the time, so much so that many of them have been taking their turn in bed with the rest. Even the wholesale and manufacturing end of the business report 50 per cent. better than last year, and all on overtime.

### Tinkering the Pharmacy Law.

Every second year at this period the assembling of the State Legislature gives the law makers a chance to tinker the pharmacy law, and this year is no exception to the rule. First on the ground was the clerks' bill, entitled "A bill to protect the public from overworked registered and registered assistant pharmacists."

The provisions of the proposed law read:

Sec. 1. No registered pharmacist or registered assistant pharmacist employed in any pharmacy or drug store shall work more than 10 hours in any one day; nor shall any owner or proprietor of any pharmacy or drug store require or permit any registered pharmacist or registered assistant pharmacist in his, her, or its employ to work more than 10 hours in any one day.

The working hours per day shall be divided into turns of five consecutive hours each, and no registered pharmacist or registered assistant pharmacist shall work, or be required or permitted to work more than two turns in the twenty-four hours.

Nothing in this section shall prohibit the working of 10 hours overtime during any week, for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in such two weeks shall not exceed one hundred and forty hours.

Sec. 2. A failure to comply with any of the provisions of this act shall be deemed a misdemeanor, punishable, upon proper conviction thereof, by a fine not less than twenty dollars nor more than one hundred dollars; or in failure of payment of fine, imprisonment for not less than ten days nor more than ninety days; or both fine and imprisonment in the discretion of the court.

The sponsor for the clerks' bill is Representative W. A. Hurst, and it stands a good chance of passing. There is little, if any, open opposition to the bill on account of its evident fairness and moderate demands. Those who would oppose it hardly dare come out before the public and ask the right to work a man 16 hours a day. However, some work against the bill is being done on the quiet.

### The State Association Bill.

The State Pharmaceutical Association have labored and brought forth a bill which they will endeavor to pass at this session. The bill is a long one and covers several minor amendments to the State pharmacy law and two important changes. The most important change is the placing of the punishment of pharmacist violators of the liquor laws in the hands of the Board of Pharmacy, with the power to revoke his registration upon conviction. Any registration may be revoked where the holder of it is found to be a drunkard or user of narcotics. Also druggists are forbidden to display or advertise in any way wines or liquors. When it is realized that 90 per cent. of the druggists of the State are violators of the present liquor law a remarkable falling off in the number of

registered pharmacists will be seen if this law is passed and enforced.

Another change contemplated is the addition of a permanent assistant secretary to the State Board of Pharmacy, who is to be paid out of the board funds. As the board haven't money enough now to properly prosecute violators of the law, it is hard to see how a paid secretary is to be provided for. These changes do not receive the cordial support of all the druggists in the State nor of the State Board, so their ultimate adoption is questionable.

### New Officers of the Drug Clerks' Association.

The Drug Clerks' Association of Michigan held their annual meeting January 9, at which they took a new lease of life, laid plans for this year's work and elected the following officers: President, A. M. Edwards, Jr.; vice-presidents, A. P. Young, C. P. Newell; recording secretary, C. E. Abraham; financial secretary, N. H. Jones; treasurer, W. G. Leacock; chairman of committees, F. E. North. Membership; H. A. Neuhoff, House; A. McKay, Entertainment; R. C. Platt, Employment; W. J. Longstaff, Legal.

## ILLINOIS.

### The Syndicate Stores—The N. A. R. D. Executive Committee Meets—A Four Thousand Dollar Check for the Treasury—Work of the Local Association.

Chicago, Ill., January 22.—Additional evidence has been voluntarily tendered the correspondent of the AMERICAN DRUGGIST in this city to prove the existence of a syndicate, said to be backed by one of the local jobbing houses, which is gradually acquiring control of the best stores in the downtown district. The plan of this syndicate was explained in the last issue and readily accepted by the druggists here, who have long suspected that something of the kind was being done.

### Where the Money Comes From.

The informant of the DRUGGIST's correspondent avers that he sells goods to several of the stores mentioned as being under the control of the syndicate. He states that at the first of each month he receives a check for the novelties sold, and that the checks are signed by the same man. This man is manager of a store always reputed to be in close alliance with the jobbing house which is accused of trying to secure a corner of the paying downtown stands.

### Stores Still Buy of Other Jobbers.

Inquiry at one of the rival jobbing houses brought out the strange fact that the stores reputed to be in the syndicate are still buying goods of other jobbers just the same as before passing into the hands of the syndicate. In speaking of the case, the credit man of a rival house said: "We have noticed no change in our orders from those stores said to have been sold. I fail to see why we are still honored, but perhaps that is part of some scheme. We believe the story, and I may say that practically all the desirable locations, except two, are controlled by this syndicate."

### Meeting of the Executive Committee of the N. A. R. D.

The Executive Committee of the National Association of Retail Druggists convened in Chicago, January 11, and discussed ways and means for improving the working of the tripartite agreement. Those present were: Messrs. Prall, Perry, Wooten, Anderson, Jones, Holliday, De Lang, Timberlake and Heller.

Reports showed that the effort of those interested in the drug trade to work together was bearing fruit, although the advance was, of necessity, slow. The committee expressed itself strongly in favor of the scheme of State organization, and additional effort will be made to centralize the power in the State organization and thus for the latter to co-operate with the National Association.

### Probable Location for Annual Meeting.

Several cities presented applications to hold the annual meeting, which will probably take place in October, but action was deferred until the committee could decide which of the candidates offered the most advantageous conditions. The cities which expressed a desire to entertain the pharmacists were Put-in-Bay, Ohio; Milwaukee, Pittsburg and Buffalo. It is understood that other cities also would like the honor.

The so-called card system was laid over, as it was found that it was not operative in enough places to do much good as yet.

#### A Dinner and Four Thousand Dollar Check.

One of the pleasant features of the committee's meeting was a dinner tendered the members at the Chicago Athletic Association by the Sterling Remedy Company. The party was well entertained, and, in addition, Treasurer Heller received a check for \$4,342. This amount represented 10 per cent. of the company's sales between October 15 and December 15. The company had offered the N. A. R. D. this 10 per cent. on its sales for that period and was so pleased at the success of the plan that it turned in 10 per cent. of the receipts for sixty-five days.

#### The Local Association Meets.

The quarterly meeting of the Chicago Retail Druggists' Association was held, January 11, at the Masonic Temple. Chairman Straw, of the Committee of Organization, made a report of progress. He asserted that work was hampered by the lukewarm spirit with which the druggists regarded the work. He said so many pharmacists were skeptical of any benefit that he found it difficult to enlist their active support, but the tenor of his report was of a hopeful nature.

One of the most important acts was the passage of a resolution which provided for a committee to visit the post-office authorities in the interests of a plan to establish 300 sub-postal stations for the sale of stamps. Naturally the object is to have the sub-stations placed in drug stores, and stamp customers are expected to become customers of the drug store. Although the committee does not know with what spirit its request will be received, the druggists look upon the plan with much favor.

#### ITEMS OF PERSONAL INTEREST.

C. C. Foster, of Warsaw, Ind., has sold out the grocery department of his store.

F. D. Dempster, who recently sold his store, at Mulford, Ill., has gone into business at Dixon, Ill.

A. J. Williams, of Rhea & Williams, Grundy Center, Ia., has sold his interest in the business to E. Starnes.

The store of F. Hach, at Sycamore, Ind., was damaged by fire to the extent of \$2,500. The insurance was \$1,000.

Mrs. James I. Gulick, wife of Mr. Gulick, the Western manager of Ed. Pinaud, died at her home, at the Windermere, Chicago, on December 20th, and was buried at the cemetery in Sleepy Hollow, near Tarrytown, N. Y. Mr. Gulick has the sympathy of a great many friends in the trade in the loss which he has suffered.

#### Indiana Board Pass List.

The names of the candidates who were successful in passing the Indiana State Board examination on the 10th of this month at Indianapolis are as follows: Registered pharmacists, Edward L. Fieser, Rochester, Ind.; George D. Timmons, Valparaiso, Ind.; Harry Millman, St. Joe, Ind. Registered assistant pharmacist, William E. Elbrecht, Louisville, Ky.; Matt. Nickles, Sellersburg, Ind.

The next regular meeting of the board for the examination of candidates will take place at Lafayette, Ind., on the 11th and 12th of April, 1901.

#### The Michigan Board.

The Michigan Board of Pharmacy held a meeting at Detroit January 7 and 8. There were 58 applicants present for examination, 38 for registered pharmacist certificate and 2 for assistant papers. Nine applicants received registered pharmacist papers and 12 assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists: J. A. Bechard, Detroit; C. B. Bidlack, Three Rivers; W. B. Johnson, Howell; F. W. A. Neuen-dorf, Saginaw; B. E. Oatman, Avoca; L. J. O'Conner, Detroit; C. J. Tietz, Saginaw; R. Van Avery, Kalamazoo; W. J. Wilson, Detroit.

Assistant Pharmacists: O. Arndt, Detroit; E. J. Belser, Detroit; A. M. Cooper, Lum; W. M. Frank, Detroit; C. E. Haveland, Ann Arbor; H. H. Menery, Yale; R. W. Renney, Detroit; J. C. Studley, Port Huron; G. G. Stillwater, Ann Arbor; V. J. Teukonohy, Detroit; A. L. Weekes, Detroit; H. F. Wolter, Detroit.

The members of the board are as follows: A. C. Schumacher, president; Henry Helm, secretary; W. P. Doty, treasurer; Geo. Gundrum, L. E. Reynolds. The next meeting of the board will be held at Grand Rapids on March 5 and 6.

## MISSOURI.

### Drug Clerks Celebrate Their Annual Meeting.

St. Louis, January 23.—The St. Louis Drug Clerks' Society celebrated its annual meeting with a banquet at the West End Hotel on the night of January 10. It was also the occasion of the installation of the newly elected officers. The attendance was not as large as usual for such occasions, but what was lacked in numbers was made up in enthusiasm. Sickness prevented many of the members from attending. At the business portion of the meeting it was decided to stimulate the members to secure as many new names as possible during the year. With this point in view the following parties offered to donate \$10 each, to be used as prize money to be given to those securing the largest number of new members: S. E. Barber, Frank L. E. Gauss, Chas. Lips and H. J. Gray.

The banquet hall was elegantly decorated, and the menu was all that could be asked for. The Hesperian Quartette furnished the music for the occasion. Toasts and responses were offered as follows: Prof. J. M. Good, "Old-Time Druggists;" Dr. J. C. Falk, "The Original Drug Clerks' Society;" Prof. Francis Hemm, "Practical Pharmacy;" Dr. H. M. Whelpley, "Professional Experiences;" Dr. O. A. Wall, "The Ladies;" Dr. H. L. Staudinger, "Poetic Solutions and Mixtures;" Prof. Carl Hinrichs, "The Laboratory." Besides these regular toasts, the following parties made short and appropriate speeches: L. H. Schlenker, Chas. Lips, H. J. Gray, S. E. Barber, Chas. Witt, Dr. C. S. Rehfeldt, G. H. C. Klie and H. A. Mollis.

Among those present were G. H. Sommers, H. S. Staudinger, H. A. Mollis, C. Witt, W. F. Willet, W. A. Martin, Carl Hinrichs, L. H. Schlenker, G. R. Gibson, H. J. Gray, C. H. H. G. Klie, C. E. Dustin, R. Walker, G. Walch, J. G. Finch, Dr. C. S. Rehfeldt, S. E. Barber, C. Lips, F. L. E. Gauss, L. H. Seegall, Theo. Runge, P. J. Weber, G. Huck, E. H. Henckler, P. W. Grabenschorer, E. A. Leffler, F. A. Christopher, B. H. Huger, O. Saassman, A. W. Kauffman, J. M. Good, H. M. Whelpley, J. C. Falk and O. A. Wall.

#### N. A. R. D. Plan Ready to Go Into Effect.

It was expected that the N. A. R. D. plan would have been put into operation here last week, but some minor details have caused a few days' delay. Over ninety of the druggists have gone into the movement. It is expected that some of the heretofore radical cutters are on the verge of joining. The officers of the local association are highly gratified with their results so far and feel that it is certain to be a success. The plan is to establish about an eighty per cent. on the dollar basis, and then after everything is working well to raise the prices if the members so desire. Everything has been kept rather quiet, as the leaders did not believe in doing any boasting. It is results which they have been working for, and they say these will be forthcoming in the very near future.

### The Illinois Decision.

No pharmacist who believes in liberty and who loves to see a man who takes a certain stand on principle and fights for it with money and brains should fail to notice the advertisement of the Theo. Noel Co. in this issue of the *Druggist*, and to write to him on the subject. Mr. Noel is a fighter with a purpose, as is attested by his recent victories in the Supreme Courts of Wisconsin and Illinois. In closing one of the decisions the Supreme Court of Illinois said:

"While, therefore, we hold the act to be invalid in the respect already pointed out, we yet hold it to be valid so far as it applies to persons retailing, compounding or dispensing drugs, medicines or poisons where the person so retailing has, at the same time, put up or prepared or compounded the drugs or medicines so sold by him."

This is the caustic comment made by Mr. Noel on the paragraph in question:

"The idea of the Supreme Court of the State of Illinois, supposed to be intelligent, educated lawyers, saying in one breath as above and in another as quoted!"

"According to their decision, if I were to take a prescription from a doctor to a druggist and have it filled by the druggist, and he charges me for it, I could have him arrested, fined and imprisoned. If I employed a lawyer to give me his opinion on any subject, and he gave me such an opinion as the Supreme Court has handed down in this case, what do you think I would do? Do you think that I would not undertake to have him disbarred from the practice of law from the courts of this country?"

## THE KNIGHTS OF THE ROAD.

### Notes of the Traveling Salesmen.

#### Our Portrait Gallery.



Howard L. Mann, M.D.

Representative of J. Ellwood Lee Co. in the Southern States.

The subject of this sketch, whose portrait we reproduce, needs no introduction to the drug trade or traveling fraternity. Ever alert to guard the interests of his house, courteous in his demeanor toward his large clientage, he has been able to develop and hold a large trade, as well as a large number of personal friends, in the "Sunny South." Dr. Mann is one of the most popular and successful traveling men on the staff of the J. Ellwood Lee Co., and for 1901, as heretofore, he will cover the Southern territory. He is a product of the Buckeye State, having been born in the city of Toledo in 1867. After graduating from the public schools of his native city, he selected medicine as his profession, and received his M.D. degree in the city of Detroit in 1890, but after practicing two years in Chicago the commercial instinct prevailed and he accepted a position with H. K. Mulford Company, of Philadelphia, and two years later connected himself with the leading and progressive house of J. Ellwood Lee Company, of Conshohocken, Pa.

**Boston.**—D. Maier has been introducing himself to the trade of this section. He represents the Caesar Mfg. Co., of New York, and was pushing Caesar inhalers.

L. J. Perkins is new to this territory. They say he did effective work, though. He sells whisk brooms and travels for Waters & Sons, of New York.

A. Chris, of New York, has been depleting his stock at a rapid rate. It happened this way: he sent in those efficient workers, C. Euler and R. G. Callmeyer, who completed the circuit successfully.

**Rochester.**—This month has been a very fortunate one for the druggists as well as for the salesmen from the various wholesale houses. Among our many callers in this line of business was P. C. Magnus, of the firm of Magnus & Lauer of New York. This house is the American representative of several important European manufacturing concerns.

Frank E. Orcutt, representing W. H. Bowdlear & Co. of Boston, was in Rochester several days in earnest consultation with the drug dealers.

John Cathcart, of the Cathcart & Force Drug Co. of Newburgh, was a caller on the druggists of Rochester the 17th inst. in the interests of his company.

Mr. Raymond was with us once again this month. He is still with the house of Schieffelin & Co., for whom he is doing good service.

**Buffalo.**—H. P. Snow, who covers the retail drug trade in the interest of Johnson & Johnson, the plaster specialists, is due in Buffalo about the end of January. L. E. Treat, who sells for the same firm, but only to jobbers, is making his regular Buffalo round during the latter half of January. Both are always welcome.

A. E. Allbright, with the well-known perfumers, the Theo. Ricksecker Co., spent some time in Buffalo late in January, covering the retail trade as well as the jobbers.

G. Schwab, Jr., already mentioned as a resident of Buffalo, an expert salesman of the drug specialties of Max Zeller, is going the city round at this writing.

John Wright, well known formerly as the salesman in this territory of the perfumery manufactured by Alfred Wright, at Rochester, has returned to his old route, after quite a long time with the same house in some part of the West.

Wayte A. Raymond, who has for a considerable time covered the Buffalo drug trade in the interest of Schieffelin & Co., has lately gone the city round and departed with his usual good list of orders.

**Philadelphia.**—Young & Smylie, the licorice manufacturers, of Brooklyn, have a good resident agent here in Wm. M. Shoemaker, whose headquarters is Fourth and Race Streets. Mr. Shoemaker was formerly in the firm of Robert Shoemaker & Co., and is, in consequence, well and favorably known to the drug trade.

Kutnow's effervescent powder is being pushed by Mr. Kutnow, who has been with us for some little time.

H. De Haan, of the Walther-Robertson Drug Co., of Pittsburgh, is still with us, and leaving nothing undone to introduce peptonized port wine, and seems to be meeting with good results.

A. L. Wolcott, special agent of the Welch Grape Juice Co., of Westfield, N. Y., is in this city making contracts for the coming season, and is meeting with good success.

Mr. Moore, of Leon Hirsch & Sons, of New York, stopped over in this city on his way south, and reports having taken some unusually large orders for future shipment.

Captain Walter N. Collings, one of the staff of salesmen of Hance Bros. & White, has been confined to his home by an attack of the grippe, but he is now convalescing and will soon again be out.

James B. Weaver, who was formerly a perfumery salesman, has secured a position with the Philadelphia agency of Stephen L. Bartlett, and will now devote his entire time and attention in pushing the sale of Bensdorp's cocoa and acme chloride lime.

**Cincinnati.**—Edwin E. Besser, the well-known hustler, who represents Louis Amberg, Brill & Co., took orders here recently for druggists' sundries.

R. B. Parmenter, the whole-souled representative of the Grand Rapids Brush Company, enjoyed good business here last week.

I. W. Blood, who is well known here, has severed his connection with the Davidson Rubber Company and will work in the future for the Ideal Rubber Co., of Brooklyn.

Charles H. James, who is accounted an authority on surgical and dental instruments, was here this week in the interest of the widely known firm of Codman & Shurtleff, of Boston.

George M. Smythe, the clever representative of John M. Maris & Company, was a caller this week on local jobbers and retailers. He reports good business in druggists' glassware.

**Cleveland.**—C. A. Haley, representative for C. W. White & Co., Boston, Mass., is looking up orders in the chest protector, suspensory and jacket lines.

John E. Sandusky is in town booking Coca-cola orders, and doing some effective advertising.

J. M. Baum is in the city interesting the medical fraternity and druggists in Liebig's malt extract.

H. A. Rowe, agent for the W. H. Hamilton Glassware Co., Pittsburg, was calling upon the trade this week.

Al. H. Hoffman, with the Antiseptic File Co., was calling upon the druggists.

E. Kesslinger & Co. were represented here by James Coraling, with clinical thermometers, hypodermic syringes, etc., recently.



## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, Jan. 26, 1901.

**T**HERE has been a brisker tone to business during the past fortnight, both importers and jobbers reporting greater activity, though the transactions recorded have not been of any special magnitude. The policy which has been pursued for some time past by retail dealers of restricting purchases to small lots has resulted in a gradual but steady depletion of stock, which has been very fully shown in the annual inventories, and there now appears to be a general disposition to renew assortments and put in supplies to meet immediate and probable future necessities, so that the outlook for business is very encouraging. While the tendency of values is steady to firm, speculative interest is rather tame for the moment. Increased activity is reported for opium and large sales have been made in the primary markets, which give strength to local holders, who report a satisfactory inquiry for case lots. The expected increased demand for quinine following the decline in prices reported in our last issue fully materialized, and the volume of business in this article has been of excellent proportions, the stock of foreign quinine in the hands of outside holders having been almost entirely cleaned up. Cream tartar has attracted considerable attention during the interval, manufacturers having announced a reduction of two cents from previous prices. The decline is attributed to outside competition and tartaric acid has been more or less unsettled under the same influences, though no price variation has come to the surface. While we have a number of price fluctuations in buyers' favor to report, the market for most lines exhibits a firm tone and values are for the most part well sustained. The following are the principal price changes for the period under review:

#### HIGHER.

Opium.  
Balsam tolu.  
Sugar of milk.  
Thymol.  
Flaxseed.  
Russian hempseed.  
Gamboge.  
Grains of paradise.

#### LOWER.

Quinine and its salts.  
Cocaine.  
Codeine.  
Cream tartar.  
Formaldehyde.  
Valencia saffron.  
Golden seal root.  
Ipecac root.  
Cinchonidine sulphate.  
Pyrogallol acid.  
Cod liver oil.  
Cassia Oil.  
Lemon oil.  
Menthol.  
Caraway seed.  
Sumac.

### DRUGS.

Alcohol continues to meet with considerable inquiry, the bulk of the demand coming from the consuming trade, who continue to pay \$2.45 to \$2.47, as to quantity, less the usual rebate for cash in 10 days. Wood is without quotable change, but there is a steady outlet for consuming purposes, with prices well sustained on the basis of 75c for 95 per cent.

Arnica flowers are moderately active in a jobbing way, with sales of the better grades at 10c to 11c.

Buchu leaves, short, are yet in somewhat restricted supply, and values are well sustained at 22c to 27c, as to quality and quantity. The demand for long continues good, but in view of the prevailing scarcity only small lots are offering at 28c to 28c.

Balsam copaiba is in demand, but supplies are offered sparingly and quotations are maintained with some firmness,

especially for the Para variety, which is quoted at 43c to 45c; Central American held at 34c to 37c.

Balsam fir, Canada, though showing an easy appearance, does not offer below \$2.80 to \$2.85.

Balsam tolu has moved into stronger position owing to scarcity, and holders have generally advanced quotations to 28c to 30c, though outside lots are occasionally procurable at a shade below this figure.

Belladonna leaves are easier, and recent sales of jobbing lots were made at 12c to 15c.

Cacao butter shows no unusual activity, but prices are steadily maintained at the quoted range of 38½c to 39½c for bulk and 45c to 47c for cakes in 12 lb. boxes.

Cannabis indica continues to harden in value and the inside quotation for broken is now 38c, while prime green tops are quoted at 50c.

Cantharides are in moderate jobbing request, with the sales at 62c to 63c for prime quality Russian; new crop Chinese held at 55c.

Coca leaves are firmer owing to stronger advices from primary sources, but prices in this market are quotably unchanged, Truxillo being held at 24c to 26c, and Huanuco, 38c to 40c.

Caffeine is quiet, but manufacturers are quoting steadily upon the old basis of \$4.50 to \$4.75 for bulk.

Cocaine was reduced 75c per ounce on the 20th inst., and manufacturers now quote \$5.25 to \$5.45 for bulk. The demand at the revised range continues light. A more abundant supply of crude alkaloid, coupled with a falling off in the demand, is said to be responsible for the reduction.

Cochineal, Honduras, is easier, and prices have receded to 17c to 20c, as to quality and quantity.

Codeine is irregular and unsettled, but manufacturers' quotations do not vary from \$4.20 to \$4.40, as to quantity.

Codliver oil has eased off a trifle in the face of a lessened demand and the weaker feeling in primary markets. While the better known brands still command \$28 to \$28, the inside quotation on quantity lots has been reduced to \$23.

Colocynth apples are inactive, only a small jobbing trade being done, but prices are well sustained at the range of 40c to 42c for prime Trieste, 42c to 45c for selected, and 17c to 18c for Spanish.

Cream tartar is more or less weak and unsettled, owing to active competition among holders. The prevailing weakness was accentuated by a cut from manufacturers, who reduced prices 2c per pound on the 22d inst. Both powdered and crystals may now be obtained at 19½c to 20c, as to quantity, the inside figure being named for lots of 5 bbls. or over.

Cubeb berries in a small way sell at 10c to 13c for whole and 14c to 17c for powdered.

Cuttle-fish bone is meeting with increased attention, and the market is firmer in tone, Trieste being well sustained at 25c to 26c for prime; jewelers' continues scarce and held at 85c to 90c for large and 39c to 40c for small.

Ergot has developed no action of consequence during the interval, but foreign markets are reported firm and sales here are making steadily at the range of 57c to 58c for German and 60c to 65c for Spanish.

Ergotine reflects the firmer position of ergot, and manufacturers' quotations have been advanced to \$4.75 to \$5.00.

Formaldehyde reflects the influence of active competition among holders, and lots are offering in a quantity way at a decline from previous prices, or say 15½c to 17c, as to test and quantity.

Haarlem oil is in somewhat limited supply and offering with a slight show of reserve, at \$2.18 for stamped, uncorked.

Manna is inquired for to a moderate extent with sales of large flake at \$1.15 to \$1.20, small flake 55c to 57c, and sorts 38c to 40c.



Morphine is held at full previous prices, though no special activity has been noticed. Bulk is quoted \$1.90 to \$2.10, as to brand and quantity.

Opium has undergone a slight appreciation since our last as a result of cable reports from Smyrna of crop damage by cold weather; and some of the principal holders have advanced their quotations for single cases to \$3.45. While the demand for jobbing parcels has continued good case lots are given less consideration, and the business of the moment is light and unimportant. One importer who advanced his quotation for single cases natural to \$3.50 has since lowered it to \$3.45, owing to competition, and the general price quoted is now \$3.45 to \$3.50 as to test. Sales of case lots, however, are the exception rather than the rule, the majority of the trade favoring small quantities which are readily obtainable at \$3.47½ to \$3.55. Powdered continues steady at \$4.40 to \$4.50 as to test, quantity and holder.

Quinine of domestic manufacture was reduced on the 12th inst. to a parity with the price of foreign brands and quotations have since remained unchanged on the basis of 27c to 28c for bulk as to brand. Outside holders of German do not offer below 26c, the inside figure for quantity lots. Java has sold at 25c, but the market closed at an advance over this figure, 25¼c to 26c being generally quoted. Values generally have a firmer tendency, and manufacturers' quotations are well sustained at the quoted range.

Terpin hydrate is selling fairly within the range of 45c to 50c as to quantity. In a quantity way 40c will buy.

### CHEMICALS.

Acetate of lime continues in good consumptive demand, with sales at the range of \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Alum continues steady in price, with a fair distribution into channels of consumption at the range of \$1.75 to \$1.85 for lump, \$1.85 to \$1.95 for ground, and \$3 to \$4 for powdered.

Arsenic, white, meets with fair attention, the demand being supplied at the range of 4¼c to 5c as to brand and quantity. Red is quiet, with sellers at 7¼c to 7½c.

Bleaching powder is quiet but firm at our quotations.

Boric acid is selling fairly in a jobbing way at manufacturers' quotations, or say 10¼c to 11¼c for crystal and 11¼c to 11½c for powdered.

Carbolic acid, crystals, is not taken with any particular freedom by the trade, and such sales as come to the surface are mainly of a jobbing character at the range of 23c to 24c for drums and 29c to 30c for pound bottles.

Chloride of barium is offered rather sparingly in view of comparative scarcity.

Citrate of iron and quinine has been reduced by the manufacturers to \$1.45—this to correspond with the recent decline in the price of quinine sulphate.

Citric acid is quiet, the seasonable demand having almost ceased. Manufacturers' prices are, however, well sustained at the range of 40c to 41½c as to quantity. It is reported that the inside figure is being shaded by outside holders for small lots.

Copperas is weak and neglected, with 45c to 60c generally quoted.

Cyanide of potash is easier and purchases can now be made at the range of 27¼c to 28c.

Gallic acid is easier and some holders offer at 68c, making the range of quotations 68c to 75c.

Oxalic acid is in moderate request and prices are nominally steady at 5¼c to 6c, as to brand and quantity.

Permanganate of potash is lower, there being sellers now at 11c to 11½c. The foreign markets are reported weak and lower.

Pyrogallol acid can be purchased at \$2 to \$2.20. The market has a disturbed and unsettled appearance owing to keener competition.

Quicksilver is selling fairly within the range of 67c to 67½c, as to quantity.

Saltpetre, crude, is in light supply, and, with the available stock under good control, holders are firm in their views at 3¼c to 3½c; refined continues in fair demand and steady at the range of 4¼c to 5½c.

Tannic acid is quoted at 44c to 46c for spot and early delivery, but this figure is being considerably shaded for forward delivery.

### ESSENTIAL OILS.

Anise continues dull, but the market has remained steady with \$1.37½ and upward quoted as to holders.

Bay is held at \$2.15 to \$2.25 and is jobbing fairly within this range.

Cassia is selling quite actively at a slight decline, or say 70c to 80c as to quality, the outside figure being named for 75 to 80 degree test.

Clove continues to offer at 62½c to 65c, with a moderate business within the range.

Lemon is easier in tone owing to the arrival of new crop, and quotations have been reduced to \$1 and \$1.10 as to brand and quantity.

Peppermint is not inquired for to any extent, and an easier tone prevails, though holders have not yet reduced their quotations.

Sandalwood is firmer owing to a scarcity of raw material, but sales are making at the old range of \$3.75 to \$4.

Wintergreen continues dull and in the absence of important demand the market has a weaker tendency with quotations for natural now reduced to \$1.60 to \$1.75.

Wormwood is quiet and \$5 to \$5.50 is now named as to quantity.

### GUMS.

Aloes is selling well in a jobbing way, and on orders from the consuming trade at prices within the range of 4c to 4¼c for Curacao. 7c to 7½c for Cape, and 20c to 23c for the better grades of Socotrine.

Arabic has continued in demand, and the tone of the market is firm at 45c to 55c for first picked, 32c to 40c for second, and 14½c to 16c for sorts.

Asafoetida is in light supply, and holders offer sparingly of the better grades at 30c and upward as to quality.

Benzoin, Sumatra, can be purchased at 30c to 35c as to quality and quantity, and we hear of a few large sales at the inside figure. Siam is quiet but firm at 90c to \$1.

Camphor shows no action of special importance. Prices are well maintained at the established range of 60¼c to 61¼c for refined in bbls., 61c to 62c for cases, and 63c to 65c for Japanese tablets and slabs.

Gamboge continues in demand, with purchasers paying a slight advance over previous quotations owing to scarcity; pipe held at 40c to 41c and blocks at 36c to 38c.

Senegal is selling in fair volume at unchanged prices.

Tragacanth continues to favor holders under the influence of a good consuming inquiry and market conditions abroad. We quote the range at 65c to 75c for first Aleppo, 50c to 60c for second, 75c to 85c for first Turkey, 50c to 55c for second and 40c to 45c for third.

### ROOTS.

Aconite, German, is reported scarce abroad, but sales in this market are making at previous prices, or say 14c to 15c.

Althea, cut, is scarce and in demand, with nothing offering on the spot below 25c.

Belladonna remains quiet, but the market is steady at 9c to 10c for Atropa, and 4¼c to 5c for Scopolia.

Golden seal is easier and holders offer at a slight decline, or say 54c to 55c.

Ipecac has been again reduced in price and sales are making at the range of \$2.55 to \$2.65 for whole and \$2.00 to \$2.70 for powdered.

Sarsaparilla, Mexican, is held at 7c to 7½c and the market is steady in tone at this range.

Senega is held with less firmness, recent sales being at 40c to 42c.

### SEEDS.

Canary is easier in the face of a lessened inquiry, and Smyrna and Sicily offer at 2¼c to 2½c and 2½c to 3c respectively.

Caraway, Dutch, is fractionally lower in sympathy with easier primary markets, and the reduced quotations are 7½c to 7¾c as to quantity.

Hemp, Russian, is higher in sympathy with the position of primary markets, and 2¼c to 2½c is now asked.

Mustard, new crop Trieste, is finding sale in a small way at 7½c. California brown is held at 5c to 5¼c, and yellow at 6c to 6¼c.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, FEBRUARY 11, 1901.

ISSUED SEMI-MONTHLY BY

### AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

A. R. ELLIOTT, President.

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Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

#### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### THE STAMP TAX.

THE United States Senate has substituted an entirely new bill for the war revenue measure passed by the House, and this action is looked upon as a distinct invasion of the prerogative of the House to initiate revenue legislation. It is probable that before this note reaches our readers the House will fail to concur with the Senate, leaving it to the Senate to ask for a conference on the bill. If the Senate should fail to ask for a conference the House will probably pass an entirely new bill on substantially the same lines as that originally passed by them. The drug trade is vitally interested in supporting the stand of the House of Representatives, as the House bill removed the stamp tax entirely from medicines; whereas the Senate bill has reduced the rate of taxation from  $2\frac{1}{2}$  per cent. to 1 per cent. and make some changes as regards the imposition of a tax on proprietary unpounded medicines. While the burden laid upon the trade by the Senate amendment is smaller than under the existing law, the failure to remove this tax entirely will leave the retail trade subject to just as much annoyance and trouble as does the present onerous and uncalled for tax. The drug trade all over the United States should deluge their representatives in Congress with the most vigorous and earnest protests against the adoption by the House of the Senate amendment. We urge every one of our readers to write or wire immediately to the chairman of the Ways and Means Committee of the House protesting against the adoption of the Senate bill.

### PRIZE ESSAY AWARD.

A LARGE number of MSS. was received in the contest for the \$10 prize offered in a previous number for the best essay on the subject of "The Relations that Should Exist Between the Doctor and the Druggist." Two of the essays received in competition have been printed in the issues of January 14 and January 28, respectively, and the judges to whom the papers were referred have decided that the essay by "New Haven," printed in the AMERICAN DRUGGIST for January 28 is entitled to the award of the prize. A check for \$10 has accordingly been sent to the author of the essay, John Haydon, Jr., of New Haven, Conn.

The exceptional amount of interest taken in the prize essay contest, as evidenced by the number and character of the essays received in the competition which closed in the first week of January, prompts us to announce another competition, in which our readers are cordially invited to participate. The subject of this competition will include a series of notes on practical pharmacy, embracing, under the head of "Dispensing Notes," observations regarding the best method of dispensing medicines in the

form of tablet or compressed triturates, capsules; the manipulation of semi-solid or liquid substances, like creosote, guaiacol, or sodium glycerophosphate; pills containing volatile oils or essences, easily oxidizable substances, etc.; the preparation of elixirs and palatable galenical compounds of the newer remedies; prescription difficulties and their solution; the overcoming of unintentional incompatibilities, etc., and the general management and working arrangement of a prescription department, including notes on the checking and filing of prescriptions, and we hereby offer a prize of \$10 for the best essay received in this competition. Essays to receive consideration must reach us not later than March 30, 1901.

### THE N. A. R. D. MOVEMENT IN NEW YORK.

IT is no exaggeration to say that the efforts now being put forth by the druggists of Greater New York to regulate the prices at which proprietary articles shall be sold at retail are being watched with the keenest interest by the entire drug trade of the country. The success of the N. A. R. D. plan in this city is certain to have a telling effect upon the rest of the country, for in this as in other affairs of great business concern, New York City is a pivotal center of national importance. There is, however, no use disguising the fact that the movement in New York is not participated in in the heartiest manner possible by the great bulk of the retail trade, and considerable pessimism exists as to the probable outcome. The larger drug stores included among the 2 per cent. of the trade who are to be regarded as "aggressive cutters" have had ample time to lay in supplies against any possible suppression, and they are thus enabled to operate against the parties to the agreement for some time to come. The leaders of the movement for the maintenance of prices have been unsuccessful in their efforts to induce the department stores to agree upon a fixed schedule, and it looks as if "cutting" might prevail generally throughout the city for some months at least.

Considering that the great majority of the retail trade throughout the country are giving their unqualified support to the N. A. R. D. movement, it is most gratifying to record the apparent disposition of the jobbing trade to effectually back up their efforts. The jobbers of New York City are practically as a unit in their determination to carry out the plan of the N. A. R. D. to the letter, though misgivings are entertained by some as to the possibility of the plan conflicting with the anti-trust laws of the State. Commendable caution is accordingly being exercised in the matter of naming individuals or firms as parties to whom goods should not be furnished, on the ground of their being persistent or aggressive cutters.

It is, of course, too early to predicate the success or failure of the plan in this vicinity. It is to be hoped, however, that the sanguine expectations entertained by the officers of the National Association will be completely fulfilled, and that the plan will be loyally supported by the retail trade, to whom it undoubtedly means increased business and better profits. The manufacturers should see the wisdom of joining with the retailers in giving their

hearty adhesion to the movements, as it means increased prestige for their manufactures and better returns for their investment.

### A TIME TO PROTEST.

THE expected opposition to the advancement in rank of the pharmacists of the State militia has fully developed, and a reorganization measure, having for its purpose the repeal of the amendment to the military code which was adopted last year giving regimental hospital stewards the title of Military Pharmacist with the rank of first lieutenant, and increasing the efficiency of the hospital corps, has been introduced into the State Legislature. That the growing tendency toward the fixing of class distinctions in the National Guard is responsible for the movement to withhold all prospect of advancement in rank from pharmacists in the ranks of our citizen soldiers is but too plainly evident. Not a few of the regiments in the State of New York are little else than social clubs in which the worship of caste and the operation of class distinctions have seriously interfered with the military efficiency and the cultivation of the true *esprit de corps* of the Guard.

It is time that the druggists of the State should be aroused to the meaning of the movement against the military pharmacists, and if they have any influence whatever with their representatives in the Senate and Assembly at Albany, they should at once write to denounce any plan conceived by bureaucratic officers to deprive the hospital stewards of the Guard of any of the privileges they now enjoy through the amendments to the Military Code which were adopted last year. This is a matter as fully deserving of their immediate attention as any Poison Bottle Bill, or other measure calculated to interfere with the business of a druggist, and no time should be lost about acquainting the law makers at Albany with their sentiments on the subject. We would earnestly urge every New York pharmacist to write personal letters to his Senator and Assemblyman embodying some such form of protest as the following:

Assembly Bill No. 231 reorganizes the hospital corps of the National Guard, and in effect repeals the bill passed by unanimous vote at the last session of the Legislature, establishing the grade of military pharmacist with the rank of first lieutenant, and requiring hospital stewards and assistant hospital stewards to be qualified pharmacists. That bill met with the approval of Governor Roosevelt, whose own experience in active service made him fully appreciate the need of having pharmacists of commissioned rank. It was clearly shown that the men in the National Guard were as much entitled to have their lives protected by having the pharmaceutical work done by registered pharmacists as they are when in civil life.

In the name of the 4,000 pharmacists of the State I most earnestly urge you to both vote and work against the passage of this amendment to the military code in its present shape, as a piece of vicious class legislation.

The situation calls for immediate action, and we hope that such a storm of protest will be showered upon the legislators at Albany as to effectually block any underhanded movement to deprive the hospital stewards of the National Guard of any of the small privileges which are now theirs by right of their education, training and special qualifications as pharmacists. Do not delay, but write NOW.

## THE RELATIONS THAT SHOULD EXIST BETWEEN THE DOCTOR AND DRUGGIST.

BY "PENNSY."

No definite plan can be outlined for each community or individual. Tact, common sense and a study and knowledge of human nature go far toward establishing the above relations on a proper basis. The pharmacist should, first of all, have a love for his profession, not from a merely financial, but from a scientific point of view. He should have an ideal, and strive to attain that ideal.

His products should be articles of merit. His laboratory, prescription department and stock of sick room appliances should be his pride and receive most of his attention. They should be as near ideal as it is practicable to make them. He should call the physicians' attention to them, and ask them for their friendly criticism on these departments.

Samples should be sent the physicians frequently of pharmacal products made in the store, mostly U. S. P. and National Formulary preparations, along with the crude drugs and chemicals they represent.

The pharmacist should feel that he would dispense with all side lines if it were possible, and work toward the attainment of this result.

The pharmacist should never bribe a doctor to deal with him. If at times he feels as though he would like to give a doctor a gift as an appreciation of his patronage to the store, the gift should be made just as though he were dealing with any good customer. It is desirable to be ethical and professional, but this should never be carried to stiffness. He should be natural.

It is understood that the pharmacist must be willing to study, keep posted and in touch with progress; that he is daily adding to his stock of knowledge and information through the journals, through newly acquired textbooks and associations with other druggists, not his immediate competitors, whom to a certain extent he should avoid. He must have a knowledge of the pharmaceutical and chemical processes, and know how to use them.

It is not necessary that the druggist should have everything at his tongue's end, but it is necessary that he should know where to look for information on any subject relating to the profession in case he should have occasion to use the knowledge. He should be on intimate terms with his library.

A druggist may have his own line of remedies, such as cough cures, headache powders, blood purifiers, etc., etc., and let the doctor know the formulas by which they are made. Physicians not infrequently recommend simple household remedies of this sort, and I have known them to recommend my own cough cure. Confidence begets confidence. No honorable, self-respecting physician would betray the confidence thus imposed in him, and at least nine out of ten, yes, ninety-nine out of one hundred, doctors will appreciate and respect the confidence imposed in them by the druggist. Those who are not honorable need not be catered to.

Should the pharmacist have a call for a simple remedy, as a headache cure, in the presence of a doctor, let him go about it openly and freely, and not as though he had a guilty conscience. The physician would rather not be bothered with these simple, slight ailments. The pharmacist should take precautionary measures to see that there is no serious disturbance back of it. If there is, promptly inform the patient, and advise him to consult his physician.

A physician on the other hand does the same. A patient of his needs a dose of calomel. The physician gives it to him, and wisely so. A prescription would cost

the patient 10 cents more, and he would think that he was being bled. On the next occasion when he should consult a physician he would go to another one, and probably to a homeopath.

Do not be always wailing and gnashing your teeth to the doctors about tablet triturates, the doctors' dispensing, etc., etc. The less you say on this head the better for you.

Don't substitute. Give what the prescription calls for or turn it down. Should you receive a prescription specifying a make you have not, but one you think is efficient, you may call the doctor's attention to it, and he will generally tell you to use your own discretion. This is good for the one time only. Rather decline to fill the prescription than annoy the doctor a second time. If a druggist does not wish to keep in stock what the doctor prefers he ought not to expect his patronage. The doctors are reasonable, and realize that it is impossible for the druggist to carry a stock of every manufacturer's goods. In time the doctor will consider the druggist's judgment on galenicals in preference to his own if the latter is reliable and conscientious, and if the druggist makes products of merit the doctor will undoubtedly use them.

I contend that the prescription belongs to the doctor, emanating from his brain and as a result of his experience and knowledge. The patient receives the prescription as a memorandum or order on the druggist. The latter files it for safe keeping and reference, to be refilled or not as the doctor chooses. A little explanation on this point, and others, to the public will not detract, but add, confidence in the druggist.

There should be no antagonistic feeling displayed by the physician or pharmacist, and before any antagonism is shown the view of such a display from the patient's standpoint should be considered. The physician and pharmacist should be genial and social with each other, but not intimate or familiar.

## THYMOTAL: A NEW THYMOL COMPOUND.\*

By J. F. POOL, MILITARY APOTHECARY,  
Kampen, Holland.

WHEN my little daughter was suffering from ankylostomiasis I saw something of the bad effects of thymol and how difficult it was to take. I saw a child die suddenly after taking pills of thymol; later I saw an infant suffocated by a thymol electuary; and two cases of blindness were reported from the Military Hospital caused by excessive doses of extract of malefern prescribed for ankylostomiasis. These experiences led me to experiment with a view of finding a less dangerous and more efficient remedy against this dangerous and widely prevalent malady of the tropics. After much experimentation I succeeded in making thymol carbonate by acting on sodium thymol with phosgene gas, and this salt I named "Thymotal-Pool." It occurs as a tasteless, white crystalline substance, having only a feeble odor of thymol. It is neutral in reaction with a fusing point of 49 degrees and a boiling point of more than 400 degrees, and it does not give the characteristic reaction of thymol after treatment with alcoholic potash. Thymotal is not acted upon by acids or by the gastric juice and passes through the stomach unchanged.

Seven patients affected with ankylostomiasis were treated in the Military Hospital with the new remedy with good results, as the following certificate from the three medical officers who prescribed it will show:

\* The MS. of this article has been handed to us for publication by the Consul-General of the Netherlands for the United States, the author having requested the Consul-General to procure its insertion in the leading pharmaceutical paper of this country. so the Consul-General states in a communication accompanying the MS.

"The undersigned medical officers at the Military Hospital of Paramaribo declare herewith that seven patients, children as well as adults, have been treated with favorable results in this hospital with the new remedy, Thymotal, invented by Mr. J. F. Pool, military apothecary, second class. This new remedy is to be preferred to thymol for the following reasons:

1. Because it is tasteless and can therefore be taken by children who cannot swallow pills; at the same time the danger of suffocation from the use of thymol in electuary form, as has sometimes happened with infants, is totally avoided.

2. Because it is not dissolved in the stomach like thymol and is not vomited, as is often the case with thymol.

3. Because Thymotal does not produce intoxication as thymol does very shortly after it is taken, most probably in consequence of its absorption in the blood while in the stomach.

4. Because the danger of thymol poisoning, from which children whose bodies are weakened by ankylostoms sometimes die, is greatly lessened.

5. Because the thymol carbonate is decomposed in the body by the bile fluid and the secretions of the bowels, and thymol is deposited exactly at the places where the ankylostoms are found in the body—viz., the duodenum and the adjacent parts of the bowels.

6. Because it cures far more quickly than thymol (as far as can be judged from the treatment of so small a number of patients).

7. Because the patients of a large hospital in which the assistants cannot attend personally to everybody will not throw away the thymotal powders, as they often do with the thymol pills that cause giddiness, while thymotal causes none or nearly none.

(Signed), THE MEDICAL OFFICERS:

Dr. E. A. Rach,

Dr. J. W. van Ryn,

C. van der Meer.

Paramaribo, August 1, 1900.

As is well known the disease ankylostomiasis is common in all tropical countries. In the West Indies (in the Antilles), it is called "Mal Cœur;" in Columbia "Tuntun;" in Brazil "Opalicao;" in Egypt it causes the so-called Egyptian chlorosis. It is also known in Italy and in Switzerland where it is called "Miner's Ænema." In the Dutch East Indies it is known to some extent, but it would appear that no efficient remedy is applied there. The disease has not been properly recognized in some parts, medical officers from the East Indies who had been sent to Surinam being unfamiliar with the malady, although several Javanese immigrants recently landed were found to be suffering from the disease. At Delhi, where the workmen have good medical attendance, the disease is a true curse as at Surinam. In this colony with a population of about 40,000 the annual consumption of thymol for the treatment of ankylostomiasis amounts to about 60 kilogrammes.

In the Netherlands I have experimented through the courtesy of Mr. Stheeman with the new remedy against ascarids and tape-worm with most excellent results, it proving superior to all other ascaricides. The remedy is made according to my formula in the chemical laboratory of Messrs. Brocades & Stheeman in Meepel, Holland. Their product, the purity and intrinsic worth in thymol of which I have tested, is the same as that used in the Military Hospital at Paramaribo. It is sold by Messrs. Brocades & Stheeman under the name "Thymotal-Pool," at the price of 60 guilders per kilo (\$10). It is given in the following doses: Adults, 2 Gms.; children, 1 Gm.; babes, ½ Gm. (in divided doses, presumably, three or four times daily).

#### CREOSOTED EMULSION.

	Parts.
Acacia, powdered.....	20
Oil of sweet almond.....	40
Creosotal .....	20
Distilled water.....	45

## GATHERED FORMULAS.

(Continued from page 39.)

#### DENZEL'S OR FRITSCH'S HÆMOSTYPTIC PILLS.

Extract of hydrastis.....	grams 3
Extract of cotton root bark.....	grams 3
Denzel's extract of ergot.....	grams 3
Powdered extract of liquorice.....	grams 3
Powdered liquorice root.....	grams 3

Make into 100 pills.

#### SYRUP PEPTONATE OF IRON.

Dry peptone.....	grams 8
Solution of chloride of iron.....	grams 174
Syrup .....	grams 100

Dissolve the peptone in 100 parts of hot water, and when cool add the solution of iron chloride gradually, stirring constantly. Neutralize exactly with 10 per cent. soda solution. Decant rapidly and wash the precipitate until the washed water fails to give any reaction with solution of nitrate of silver. Collect the precipitate on a linen cloth and drain, then triturate with 100 Gms. of syrup and evaporate on a water bath to a weight of 125 Gms.

#### LIQUOR FERRI PEPTONATI.

Syrup of iron peptonate.....	grams 125
Syrup .....	grams 100
Alcohol .....	grams 100
Tincture of orange peel.....	grams 3
Aromatic tincture.....	grams 1.5
Tincture of vanilla.....	grams 1.5
Acetic ether.....	drops 5
Water.....	a sufficient quantity to make 1,000 grams

#### COMPOUND TINCTURE OF IRON. (Aromatic Tincture of Iron.)

Syrup of iron chloride (6.6 per cent.).....	grams 33
Syrup .....	grams 240
Alcohol .....	grams 165
Tincture of orange peel.....	grams 3
Aromatic tincture.....	grams 1.5
Tincture of vanilla.....	grams 1.5
Acetic ether.....	drops 5
Water.....	sufficient to make 1,000 grams

#### WOLFBERG'S EYE-SALVE.

Yellow mercuric oxide.....	gm. 1
Distilled water.....	drops 100
Pure wood fat.....	gm. 25
Petrolatum .....	gm. 70

Triturate the mercuric oxide to a smooth paste with the water in a warm mortar, add the remaining ingredients previously melted together and triturate until cold.

#### DRYING SALVE.

(Unguentum exsiccatus, Unguentum lapidis calaminaris, Cera-tum epuloticum.)

	Parts.
Crude rape oil.....	60
Yellow wax.....	20
Calamine in fine powder.....	8
Armenian bole, powdered.....	6
Litharge, powdered.....	5
Powdered camphor.....	1

#### ZENNER'S PANCREATIC EMULSION OF COD-LIVER FOR ENEMATA.

Purified pancreatin.....	gm. 10
Insipiated ox gall.....	gm. 1
Sodium chloride.....	gm. 15
Water .....	gm. 100
Cod liver oil.....	gm. 500
Oil of eucalyptus.....	drops 24

Mix all the ingredients except the oil of eucalyptus and digest for two hours at a temperature of 100 degrees F., and the oil of eucalyptus then added. Of this emulsion 60 to 100 Gms. should be injected every morning.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### ON STARTING IN BUSINESS.

**M**ANY large businesses have been built up from very small capital, but what was lacking in money has been made up for by energy and enthusiasm. Enthusiasm will succeed with little capital but ample capital will not bring success without energy and enthusiasm, and it may be stated as a truth that no man can attain any great success in a business that he does not like or that he cannot feel enthusiasm in pushing.

#### KEEP DOWN EXPENSES.

Expenses are what eat up the profits of a business and the good business man ever keeps a watchful eye on the expense account, but with this difference between him and the penny-wise business man: he will spend money with lavish hand—both hands—if he can see a reasonable chance of getting back a dollar and a half or two dollars for every dollar that he puts out, whereas the penny-wise man will keep his expenses cut down to a point where it cripples the enterprise of his establishment and chokes its expansion and growth.

Caution is a good trait in a business man if it leads to nothing more than a properly conservative business policy. If carried too far it becomes cowardice, the fear of making a venture for fear of loss. It is this excess of caution that keeps many otherwise able business men from rising, keeps their noses to the grindstone all their lives, and offers to the bold and enterprising man the opportunity of building up a business at the expense of the more cautious merchant. Your really great merchant is always a bold man, ready to adopt a new method, or plan, or scheme, or way of doing things if it seems in his judgment to promise success with a fair degree of certainty.

A business man speaking of a friend, another business man, said: "Some time ago he came to me for friendly advice. He had thought out and laid out a plan that by the expenditure of a certain sum of money he might, or could, double his business inside a year or two. I went over his plan with him and it seemed perfect and in all human reckoning was sure to succeed and produce the result, as he said. I told him that it was a sure thing and that I could not see where or how it could possibly fail, and he fully agreed with me. But he has not put the plan in operation, although it is a year since he showed it to me. He is afraid. I have repeatedly urged him to start the thing and other friends have done the same. Even if he should lose the money he can afford to and he would scarcely miss it nor would it cripple him in the least, but like a child standing at the door of a dark room he is afraid, afraid of something, he knows not what."

#### RATIO OF EXPENSES TO GROSS BUSINESS TRANSACTED.

In modern retail establishments it is considered that expenses should not as a rule exceed 20 per cent. of the

gross amount of business done, and should be divided in about this proportion:

Rent.....	3 to 5 per cent.
General expense, clerk hire, light, heat and sundry expense.....	10 to 15 per cent.
Advertising.....	2 to 3 per cent.

That is, in a business of twenty thousand dollars per annum, the item of rent would be six hundred to one thousand dollars, general expense two or three thousand dollars, advertising four to six hundred dollars. In a smaller business the ratio of expense will usually exceed these figures, for as a rule the smaller the business is the greater expenses will be in proportion to the amount of business done and the larger the business the less the ratio of expense.

As a business is built up and increased, expense does not increase in as great a ratio, for many of the items of expense may, up to a certain limit, be regarded as fixed charges. Thus, rent, light and heat remain the same until the increased business demands more room, or the growth of the locality makes property more valuable and increases the rent. Expense for help increases, but never in as great ratio as the business increases. A store doing a business of fifty dollars a day with the aid of two clerks, may increase its business to sixty dollars a day without taking on more help. If the average gross profit of the business be 33 1-3 per cent. this increase of ten dollars in the daily business means an increased net profit of three dollars and thirty-three cents per day, as the operating expenses have not been increased. Such an increase often makes just the difference between a money making business and a business that the proprietor is barely making a living at.

It is the endeavor of every good business man to work his plant or establishment at its highest state of efficiency to do all the business that his capital and stock and help is capable of handling.

If his capital, stock, and help is sufficient to do a business of sixty dollars a day and he is only doing a business of forty or fifty dollars a day, he ought to look into matters and study up ways and means for securing the full amount of trade that his establishment is capable of handling without increased expense. If the expenditure of one or two dollars a day for advertising will bring the trade, it's a good investment and he should not hesitate to try it.

The amount of business that he can hope to command is only limited by his energy and ability and the limitations of his business field. The one question that should be ever foremost in the merchant's thought should be: "Am I doing all the business that it is possible for me to do; have I all the trade that is to be gotten in my business field?"

#### BUSINESS EDUCATION AS WELL AS TECHNICAL EDUCATION REQUIRED.

Pharmacists as a class have rested too secure in the belief that their education and training for conducting a retail drug store was completed when they obtained their college diploma or board certificate. They have seen a goodly portion of the business that had always been theirs depart from them to go to the department store, the grocer, the mail order house, the physicians' supply house and others. They have growled about it and scolded about it in the past, but now they are sitting up and asking Why! Why! and they are finding out why, and studying how to stop this loss of trade; not only stop it but bring back some of it. They are finding the answer in better business education and better storekeeping methods, as well as better pharmaceutical education.



They are finding out that it is no longer possible to attain success as a druggist by starting a drug store and waiting for the customers to come to them. The pharmacist is beginning to discover that the good business man knows how to make the customers come to him and how to make them keep coming. After he has thought these things over a little longer, the pharmaceutical college that does not offer him a first-class business training along with his pharmaceutical education will have to close up for want of pupils.

### BUSINESS QUERIES.

#### EDITOR DEPARTMENT OF STORE MANAGEMENT :

Will you kindly state who is the manufacturer of a record keeper recording daily sales, deposits, accounts, collections for the day, goods bought, cash in bank, cash paid out, etc?

"Abbott's Druggists' Epitome," published by the Abbott Epitome Co., Boston—Post Office Box 1,389—would perhaps meet your requirements. It contains a page for every day in the year, footing pages at the end of each month and at the end of the year. The book is ruled for the following entries: "Drawn for Personal Use," "Paid for Expense," "Paid for Advertising," "Paid for Fixtures," "Paid for Merchandise," "Merchandise Bought and Not Paid For," "Charges to Customers," "Bank Account," "Cash Received," "Amount of Credit Sales," "Received on Account," and summaries under these headings. The book is an epitome of day book, cash book and journal, and with a ledger makes a complete system of bookkeeping suitable for a small retail business. Of course such special books as this are simply makeshifts for real bookkeeping, but they answer the purpose very well for a moderate sized business where the proprietor has little or no knowledge of bookkeeping. The price of Abbott's Epitome is \$5. The National Cash Register Co., of Dayton, Ohio, furnish to the users of their machines a similar book that epitomizes the day's transactions. It is a smaller book than Abbott's, and is ruled for summaries only, details of transactions being written on slips and posted from the slips to the ledger. John C. Moore, of Rochester, N. Y., is a blank book maker who makes a specialty of special ruled books for all kinds of businesses. Pamphillon's Business Register, which somewhat resembles Abbott's Epitome, has also had some sale amongst druggists. It is made by F. H. Pamphillon, 29 Third avenue, New York. Any of the publishers named will no doubt send specimen pages of their books on application.

#### EDITOR DEPARTMENT OF STORE MANAGEMENT :

I wish you would advise what, in your opinion, is the average gross profit usually obtained in the retail drug business in towns smaller than 5,000 and in places larger than this, as I suppose that the profits are a little larger in larger places. The drug business to-day no doubt is done on a smaller margin of profit than a few years ago, with the tendency to a larger business. Please do not mention my name in your paper.—Indiana.

In the good old days, before the demon of price cutting entered the pharmaceutical eden, it was usually reckoned that the gross profit—annual average—of a retail drug store was fifty per cent. of the gross sales, and that the cost of doing business—expense—was about thirty-three per cent. It is possible that this rate of profit is still maintained in some especially favored localities. Of late years it has been estimated that the gross profit of the average business is about one-third of the gross receipts, with an expense account of twenty to twenty-five per cent. In towns of 5,000 and under, remote from

large cities, it is probable that the rate of profit is slightly higher than the latter figures.

As our correspondent states, "the drug business to-day is done on a smaller margin of profit than a few years ago, with the tendency to a larger business." That is the key-note of modern business, and is as true of every other business as it is of the drug business.

Regarding the correspondent's last request, "Please do not publish my name," we will reiterate that all communications to this department are regarded as absolutely confidential, and in no case will the name or address of its correspondents be disclosed by publication or otherwise. We wish to make this department of real use to the business man, and if it is to be so it must be a place where he can apply for information and advice on his most private business affairs, and feel confident that his private affairs will not be exposed by the publication of his name or the town in which he does business.

### DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

Tenth Paper.

#### Orthoscopic Lenses.

ORTHOSCOPIC lenses are composed of two elements, a sphere and a prism, so proportioned that the assistance afforded the accommodation by the former will exactly correspond to the help given the convergence by the latter. It is manifest that every convex lens must have a corresponding prism which stands in orthoscopic relation to it. As the stronger numbers of convex lenses are reached, the corresponding prism increases so rapidly and thus adds so much to the weight and thickness of the glass and causes distortion in the appearance of flat surfaces, as to practically prohibit it from general use, and limits the combination of sphere and prism to the weaker numbers.

The better way is to prescribe the spheres and prisms independently of each other. If muscular insufficiency is present and a certain degree of prism is indicated for its correction, such prism may be combined with the needed sphere without any thought as to their orthoscopic relation.

#### TINTED GLASSES.

Tinted glasses are in common use to modify the light which reaches the eye. They are made either with plane surfaces like window glass, or with curved surfaces like watch glasses, these latter being called coquilles. At one time green was a favorite color on account of its similarity to the color of grass and the foliage of trees; but it was later entirely superseded by blue (the color of the sky) which is still much used. The colored glasses in most common use now, however, are a neutral tint, called "London Smoke," and this color is preferable to either green or blue.

The large size "coquille" form of glass affords more protection to the eye than the smaller glass with plane surfaces. But there is one very great disadvantage to be urged against them, and that is their liability to have a concave focus. If the two surfaces of the glass were exactly parallel in every part, there could be no focus. But a glance at the form of these glasses shows that their surfaces can be made parallel only at the expense of time and care in their manufacture; and as they are sold so cheaply as to preclude this, persons who are supposed to be wearing plane smoked glasses are usually in fact looking

through concave lenses, which often strains the eyes, especially if the eyes of the wearer happen to be hypermetropic.

But smoked glasses should be reserved for occasional use, as in inflammatory conditions of the eye, or when exposed to strong light reflected from sand as at the sea shore, or from snow, or from the surface of water. If such glasses are worn habitually the retina becomes so accustomed to the diminished light as to be unable to stand the natural light which is only pleasantly borne by the normal eye; hence they should not be worn constantly, and, in fact, should only be made use of upon intelligent advice. The smoked glasses modify the intensity of the light, whereas the blue and green glasses neutralize some of the primary colors and the light reaches the retina in a changed condition from its natural combination. In the light from oil and gas lamps where the yellow so largely predominates, a blue glass, which is its complementary color, makes a very pleasant modification to eyes that are weak or sensitive.

When it becomes necessary to grind a focus on tinted glasses, as is occasionally the case, there is a difference in the color according to the curvature of the lens on account of the varying thickness of the glass in its different parts. In convex lenses, which are thickest at the center, the deepened tint at this point amounts almost to a prohibition of their use. In concave lenses, which are thinnest at the center, the lessened tint at this point is rather advantageous than otherwise.

Spectacles afford to some extent protection against mechanical injury, and in certain trades it is only by the use of such special protectives that liability to grave accidents to the eyes can be averted. Millers are in the habit of wearing large spectacles, fitted with thick glasses of no focus, when employed in the dangerous work of dressing millstones. Protective spectacles of mica are used by miners, quarrymen, stone cutters, boiler makers, and other workmen engaged in similar hazardous employments. Wire gauze goggles with fronts of plane or tinted glass are in use by railway travelers and drivers as a protection against flying sparks and dust.

#### USES OF GLASSES.

Besides the protective feature of spectacles as just mentioned, they may be used for the following purposes:

1. To increase the refraction of the eye, as when convex lenses are used for hypermetropia, where the refraction is inadequate to its work.
2. To diminish the refraction of the eye, as when concave lenses are prescribed in myopia, where the refraction is excessive.
3. To supplement a failing accommodation, as when convex lenses are employed in presbyopia and accommodative paresis.
4. To correct and equalize asymmetrical refraction, as when convex or concave cylinders are made use of in astigmatism.
5. To relieve eye strain or asthenopia, as when convex lenses are prescribed in the accommodative form and prisms in the muscular variety.
6. To remove and correct double vision, as when prismatic lenses are used to restore binocular vision in a case of diplopia.

#### HAIR RESTORER.

Tincture of cantharides.....	dr.	2
Tincture of nutgalls.....	dr.	2
Essence of musk.....	drops	5
Carminc.....	gr.	10
Rosewater.....	ozs.	5

Apply once a day.

## PHARMACEUTICAL PROGRESS.

**Johimbine, A New Aphrodisiac.**—The alkaloid of johimbo bark, which has been named johimbine, has been proved to have a powerful aphrodisiac effect by E. Mendel (*Phar. Post*). It is most effective in impotence of nervous origin. The dose is 5 to 10 drops of a 1 per cent. solution three times daily; or hypodermatically 0.5 Cc. of the same solution.

**Dionin Not a New Discovery.**—D. B. Dott informs the *Pharmaceutical Journal* that ethyl morphine (which is Dionin) was prepared in 1881 by Grimaux, and his research communicated to the Comptes rendus for that year. Mr. Dott concludes that there is nothing new about the compound except the fanciful name which some one has thought fit to ascribe to it.

**A New Adulterant of Saffron.**—Potassium borotartarate is the latest of the substances employed to adulterate saffron according to one of our French exchanges. The saffron is treated with a saturated solution of the salt, the solution being added drop by drop to pure saffron heated on the water bath. The weight of the stigmas are increased 14 per cent. by this process without materially altering its appearance.

**Quinine Glycero-phosphate.**—M. Prunier, before the Paris Congress of Pharmacy, gave the following as the best way of preparing glycerophosphate of quinine. A saturated solution of calcium glycerophosphate is added little by little to a solution of oxalic acid (1 in 20), taking care that a slight excess of glycerophosphate is left. After some hours filter out the oxalic acid. To the clear solution add a slight excess of quinine hydrate suspended in water. Boil the liquid and filter while hot. On cooling crystals of basic quinine glycerophosphate are deposited.

**A Test for Ergot.**—The following method of rapidly testing ergot is given in the *Pharmaceutische Zeitung*: One Gm. of powdered ergot is infused in 20 Gms. of water mixed with 1 drop of pure hydrochloric acid. Of this 4 Cc. (representing 0.2 Gms. of ergot) are taken, treated with an excess of ammonia, and shaken with 10 Cc. of ether. The ether is evaporated, the residue recovered with glacial acetic acid containing a little iron sulphate and sulphuric acid dropped on this solution. If the ergot contains a normal quantity of cornutine (0.12 to 0.25 per cent.), a zone of an intense blue color is produced. No color is produced, it is said, with ergot that is too weak.

**A New Test for Drinking Water.**—H. Erdmann, professor of applied chemistry at Halle, has devised what he claims to be a perfect and yet simple test for the presence of traces of nitrites in drinking water, which he describes in the *Zeitschrift f. Angewandte Chemie*. Chemically the new substance is amido-naphthol-kappa-acid, but marketed in this country by Schering & Glatz under the trade-name of "helthin" in the form of 0.5 Gm. tablets, accompanied by a solution of hydrochloric sulphanilic acid. The application is as follows: To 50 Cc. of the water add 5 Cc. of a solution of 2 Gms. of crystallized sodium sulphanilate in 1,000 Cc. of water rendered acid with hydrochloric acid, set aside for ten minutes (to prevent complete diazotizing to take place), then add 0.5 Gm. of sodium 1-amido-8-naphthol-4-6-disulphonate. In the presence of nitrous acid a brilliant bordeaux-red coloration will be produced which continues to increase in intensity for about one hour. For quantitative purposes this solution is compared in the usual manner with standard color solutions.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### American Journal of Pharmacy, February.

*The Chemistry of Ipecacuanha.* By Dr. B. H. Paul and A. J. Cownley.—The authors give a historical account of the investigation of ipecac by chemists. Pelletier was the first to isolate the active constituents, and he gave the name Emetine to a product which was little more than an alcoholic extract. Subsequently in conjunction with Magendie he obtained a product of distinctly basic character whose composition was represented as corresponding with the formula  $C_{15}H_{24}NO_4$ . This was three times as effective medicinally as the Emetine first obtained and included in the French Codex. Various methods of preparing emetine were subsequently suggested by Callond, Merck, Reich and Leprat, but none of them furnished a perfectly pure and chemically individual substance. Attention was directed to the Carthagena variety of ipecac by Leport in 1869, who made a comparative examination of this with the Rio variety. He adopted the tannin method of precipitating the alkaloid, and arrived at the conclusion that the ipecac of New Granada (Carthagena) contained rather less alkaloid than that of Brazil (Rio), the relative amounts of tannate obtained being 1.34 and 1.44 per cent. The subject was taken up later by Glénard, who demonstrated that the substances isolated by previous experimenters could not have been sufficiently purified. Analysis of the purified base obtained by Glénard gave the formula  $C_{15}H_{22}NO_3$ . As a result of the question raised by Glénard as to the purity and individuality of the substance obtained by previous experimenters, a further paper was published by Leport and Wurtz, in which they suggested a method of preparing emetine by mixing an aqueous solution of the alcoholic extract of ipecacuanha with a saturated solution of potassium nitrate. The washed precipitate of the nitrate which required 100 parts of water for solution was dissolved in hot alcohol mixed with lime and, after evaporating off the alcohol the dry residue was extracted with ether. The base was then further purified until almost colorless, and it was then assumed to be absolutely pure. Analyses corresponded with the formula  $C_{28}H_{40}N_2O_8$ . Analysis of the nitrate gave the formula  $C_{28}H_{40}N_2O_8 \cdot 2NO_3H$ . It seemed to be generally agreed upon that the bases operated upon in the experiments just described were impure, and this was pointed out by Podwysotszki, who proposed to remove the impurity by means of ferric chloride. Some years after the alkaloid of ipecac was again submitted to investigation by Kunz, who adopted a modified form of the method of preparation suggested by Podwysotszki, obtaining an amorphous and colorless product. Analysis of this gave numbers leading to the formula  $C_{30}H_{40}N_2O_8$ . The variety of ipecac experimented upon was not stated. Although it was recognized that ipecac might contain more than one alkaloid, no definite conclusion was arrived at on this point. It is now well known that ipecac resembles cinchona bark, a product of the same natural order, containing at least three alkaloids and probably other alkaloids in small proportions.

Paul and Cownley observe that of the three alkaloids isolated by them one is uncrystallizable, but capable of forming salts which are crystallizable, though for the most part freely soluble. For this base they have retained the name emetine. The second alkaloid, named cephaeline, is crystallizable, less soluble in ether than emetine, but freely soluble in alcohol or chloroform. The third alkaloid, termed psychotrine, has been isolated in

only small quantity, and exists in the drug in very small amount relatively to emetine and cephaeline. (Continued.)

*Practical Politics Applied to Pharmacy Legislation.* By J. H. Beal.—This paper will be found in the AMERICAN DRUGGIST for January 28.

*The X-Ray Analysis of Drugs.* By M. P. Wilbert.—The author points out that the transparency of a substance is closely related to its atomic weight and density. Vegetable substances offer little resistance to the passage of the X-rays. Drugs that have no organized cellular structure are well adapted for examination by the X-rays. Drugs like inspissated juices, gums and resins belong to this class. Opium and asafetida are illustrations of drugs that are frequently adulterated with substances that may be easily detected by means of the X-rays. Small stones and bullets are found in the first named and sand or clay in the second. Myrrh, quaiac, benzoin, aloes, scammony, galbanum and gamboge, all seem to contain foreign matter, either added or carried along with the natural exudation of the plant. The required technique for the examination of drugs by means of the X-rays is described as simplicity itself. Having the necessary apparatus, all that is required is to look at the interference offered by the earthy materials as indicated on a fluorescent screen, or if a permanent record be desired the fluorescent screen is replaced with a photographic plate and exposed from ten to twenty seconds. Subsequent development will show at once whether or not any appreciable amount of foreign matter is present.

*Improvements in the Remington Pharmaceutical Stills.* By J. Percy Remington, B.S. This describes improvements in this well-known and popular still which make it even better adapted for druggists' use than heretofore.

*Memorials to American Pharmacists.* By Fred. Hoffmann, Phil.D.—The American Pharmaceutical Association will celebrate the fiftieth anniversary of its existence at the forthcoming meeting in Philadelphia in 1902, and as a suitable form of commemoration of the event Dr. Hoffmann proposes the institution of a prize medal to be granted by the American Pharmaceutical Association in recognition of superior discoveries or literary accomplishments in the domains of theoretical and applied pharmaceutical sciences and arts. By bearing the impress and names of eminent and distinguished men and perpetuating their memory, this form of commemoration has, says Dr. Hoffmann, been in use since antiquity. He instances among modern medals of this kind the Copley, Rumford, Davy, Hanbury, Flückiger and Pasteur medals. Dr. Hoffmann suggests as a means of fitly commemorating the semi-centennial of the A. Ph. A., the establishment of a Procter-Squibb medal, to bear on one side the relief portraits of Procter and Squibb, and their names and dates of birth and death, and on the other the emblem of the association and a proper device.

*Proposed Memorial to Prof. William Procter, Jr.*—The editor has obtained the views of a number of some of the leading members of the American Pharmaceutical Association in regard to a proposed memorial to Professor Procter. Letters appear from Professors Lloyd, Good, Prescott, Scarby and Beal. A majority of the correspondents favor the erection of an enduring monument in

bronze, though the foundation of a scholarship is received with favor.

*The Spatula, January.*

*American Ginseng* is the subject of an illustrated article by Harlan P. Kelsey. Two figures are shown, one of the root, leaf, fruit and seed (poorly reproduced), and one showing the characteristically odd shape which the root sometimes assumes. The article appeared in *extenso* as a letter to the editor in a former number of the AMERICAN DRUGGIST, the only new matter in this reprint being the cuts.

*The Regulation of Pharmacy in Great Britain* is touched upon in a paper contributed by F. Pilkington Sargeant, Ph.C., principal of the Leeds College of Pharmacy, in which the bill of the Pharmaceutical Society of Great Britain for the regulation of the practice of pharmacy by corporate bodies, and the enforcement of a definite course of study on students preparing to qualify is described in detail and referred to as a masterpiece of diplomacy. Although the bill will not satisfy that small portion of the craft who believe absolute annihilation of company pharmacy possible, yet it represents, according to Mr. Sargeant, the most favorable terms pharmacists are likely to get. The important feature of the bill is that it calls for efficient registration and the qualification of directors of corporations. The author concludes that if the trade will only stand together and support the Pharmaceutical Society for a year or two the next few years will see the craft in a better position than it has ever previously enjoyed.

*Coloring for Soda Syrups, Confectionery, etc.*—In the department of "The Fountain and Its Accessories," E. F. White gives a number of formulas for colors that have the advantages of being non-toxic and tasteless, in the quantities that are required for coloring confectionery, syrups, etc. For *blue* indigo carmine is recommended and directions for its manufacture are given. Powder 30 grains of best indigo in a large mortar or capsule, and then dry by means of a water bath. To the thoroughly dried powder add drop by drop four times its weight (2 drachms), of fuming sulphuric acid. Cover the now swollen mass and set the capsule aside for twenty-four hours. At the end of this time add three fluid ounces of distilled water, a little at a time, stirring constantly, and then transfer the whole to a tall, narrow beaker or similar vessel, and let stand for four days, with occasional stirring. Neutralize exactly with sodium carbonate, being careful to avoid any excess of the alkali. Filter the neutralized solution and evaporate to dryness in a water bath. The resultant powder is sodium sulphindigotate, and is known commercially as indigo-carmin. No better blue can be found than a solution of indigo carmine, using one-half ounce avoirdupois to one pint of water.—*Brown* coloring is afforded best by caramel or burnt sugar. Caramel is soluble in solutions containing less than 50 per cent. of alcohol. It should be used in the form of an aqueous solution, as the concentrated article is difficult of manipulation.—*Green* may be made by combining blue and yellow or by the use of a tincture of grass. Tincture of grass is made by macerating two ounces of freshly cut lawn grass in one pint of alcohol for five days and filtering. The blue and yellow combination resulting in a green of the desired tint is conveniently formed by making an infusion of 180 grains of Spanish saffron in a half a pint of distilled water and adding solution of indigo-carmin until the desired color is obtained. A useful green color may be prepared by triturating one part of indigo-carmin with one-hundredth parts each of curcuma and sugar of milk.—*Orange* color is best produced by

combining yellow and red.—*Purple* is produced by judicious admixture of red with blue. Solution of litmus also affords a nice purple. Pour one pint of boiling water over two and a half ounces of powdered litmus and allow to stand one hour; filter and add three ounces of alcohol. A good color for violet essence or syrup.—*Red* is afforded by solution of carmine [N. F.], tincture cochineal, cochineal color and tincture cadbear. For *yellow* use tincture of curcuma, tincture of fustic and tincture of saffron.

*Pharmaceutical Era, January 17, 24 and 31.*

*Adulterations of Essential Oils.*—A reprint of a paper by Dr. Geo. R. Pancoast and Lyman F. Kebler in *American Journal of Pharmacy*. The impelling motive to adulteration—greed of gain—is pointed out, but it is noted that owing to our increasing knowledge of the chemistry of the turpenes and their derivatives, as well as a more or less complete knowledge of the composition of a number of the volatile oils, adulteration is on the wane. The adulterants still commonly used are named as the cheaper essential oils, turpentine, copaiba, cedarwood and gurgun balsam, alcohol and fixed and mineral oils. Methods of detecting the presence of these adulterants are given. The quantitative estimation of the constituents of essential oils is recommended for some oils and a phenol determination for others such as thyme. A list of oils with their common adulterants or impurities is given.

*Shop Notes and Dispensing Hints.*—A paper contributed by W. A. Dawson to the proceedings of the New York Pharmaceutical Association in June, 1900, and printed in the AMERICAN DRUGGIST and numerous contemporary journals at the time. A rather belated publication.

*The Preservation of Plants.* By J. Wicliffe Peck.—The author recommends the use of a 5 per cent. solution of formaldehyde as the best means of preserving the natural colors of the leaf, fruit and flowers of plants.

*Progress of Chemical Industries in the United States.*—In an abstract from the address of the retiring president of the American Chemical Society, attention is directed to the requirements in the field of chemical industries in the near future. Those who financially control the great industries fully appreciate the need of improvement in both processes and products. Young men who early prepare themselves by a broad and thorough education to meet the demand are those who will succeed in the industries and ultimately have a controlling interest in their management. Of the products classified as chemicals, drugs and medicines, the United States imported during the year ending June 30, 1890, to the value of \$41,601,978, while for the year ending June 30, 1900, this value had become \$52,931,055. Most of the materials represented in these figures entered into consumption in industries based wholly or in part upon the application of chemistry. Reference is made to the number of chemists actually at work in this country, and it is stated that two-thirds of the members of the American Chemical Society are engaged in technical work. It is stated that more than 5,000 chemists are actually at work in the United States, and that 80 per cent. of these are connected with the industries.

*Intrinsic Value of the Rare Metals.*—In a translation from the *Moniteur Industriel*, of Paris, reprinted from the *Literary Digest*, the conditions governing the limited use of the rare metals in the industries are indicated. Thus vanadium, whose use is limited to coloring glass and to the preparation of indelible inks by admixture with aniline, costs about \$600 per pound. Uranium, used in the glass and porcelain industries and in the manufacture of

high grade steels is worth \$90 a pound. Iridium, the hardest metal known, which is used to tip gold pens, is valued at \$800 a pound. Palladium, preferred for use in the mountings of astronomical instruments, because it has the smallest efficient of dilatation, costs \$500 per pound. The standard meter is made of palladium. Selenium, which has the curious property of losing its resistance to the electric current under the influence of light, is used in the telegraphoscope and is worth \$22 a pound. Lithium is a most expensive metal, costing \$1,200 a pound. Molybdenum is used in metallurgy, and is comparatively cheap, being quoted at \$1.50 a pound. Tungsten, also used in metallurgy, is still cheaper at 80 cents a pound.

*Pharmaceutical Politics.*—The paper by J. H. Beal, read at the pharmaceutical meeting of the Philadelphia College of Pharmacy, and printed in the last issue of the AMERICAN DRUGGIST.

*Florida's Sponge Fisheries.*—An investigation of the sponge industry in Florida is about to be made by the United States Government. This article consists of a popular account of the sponge fishing industry in which, it is stated, there is nearly \$1,000,000 invested, and the annual value of the sponges taken varies from \$500,000 to over \$1,000,000. The different grades of sponges are mentioned, and the method of gathering the sponges briefly described.

*Book-keeping for Druggists.*—The increasing interest taken by druggists generally in the subject of proper book-keeping for druggists is indicated in a short article by G. F. Loar, of Lewiston, Ill., who describes the method followed in his own business.

"*Corker's Metamorphosis*" is a piece of pharmaceutical fiction describing the business career of a young pharmacist, who was an honor graduate of a first-class college of pharmacy. Corker had a fad, like all druggists, and his was summed up in the words, "Never buy anything you can save a cent by making, and never push another man's work, if you can sell your own." His shelves were full of the "Corker Remedies." Corker might have remained in the retail drug business to the end of his days, but for a Canadian Archbishop, who had an attack of rheumatism while visiting relatives in Corker's town. The relatives of the prelate prescribed Corker's liniment, which brought relief. The archbishop ordered a supply after he returned to Canada, his secretary writing to say that he experienced more speedy and permanent relief from the use of one bottle of Corker's liniment than from any preparation he had previously used. A similar letter was received from another bishop, who had heard of the remedy through the first. A hard-headed Scotchman, the inventor of the McCash cockroach trap, who had "backed" Corker when he first went into business, advised the latter to branch out in the medicine business, and offered to do the advertising and look after the financing. A start was to be made with the two letters as testimonials. In a month's time the "Corker Remedies Co." came into existence. The first year they sold more than a thousand gross of liniment and lost \$2,000. The third year they made up the losses of the first two years, and continued to succeed ever after. Corker was now fairly launched in the patent medicine business, and soon made a fortune. The moral of the story is not quite clear, but it may be found entertaining and suggestive reading for leisure moments.

*Drug Culture.*—Reprint of a paper read at a meeting of the Philadelphia College of Pharmacy, and published in the *American Journal of Pharmacy*. The paper was in the *American Journal of Pharmacy* for January. The

paper was abstracted in a previous number of the AMERICAN DRUGGIST.

*Pharmaceutical Journal*, January 5, 12, 19 and 26.

*Pharmacopœia Revision Notes.*—Short practical notes likely to prove helpful in future Pharmacopœia revision are being published. W. Lyon calls attention to the fact that while Easton's syrup keeps unchanged during the colder portion of the year, it is liable to deposit in summer weather, and he suggests increasing the percentage of phosphoric acid to 7.25 or 8.25, according to the prevailing temperature of particular sections of the country. Another point made by the author is in regard to the B. P. directions for preparing the syrup. The B. P. says: "In the resulting solution dissolve the strychnine and the quinine sulphate." This should read, according to the author: "Put the quinine sulphate and strychnine in water and mix them with 30 Cc. of distilled water, then add the solution of iron phosphate." Solution is then rapid and easy, but if the quinine and strychnine are added dry to the acid solution the quinine forms into hard lumps which are only slowly dissolved. The same author comments on the exclusion from the Pharmacopœia of compound syrup of hypophosphites, while Easton's syrup is allowed to remain.—Replying to the objection that the B. P. C. formula is unsatisfactory and does not keep well, Mr. Lyon says that with a slight modification it gives a syrup that is all that can be desired. If, instead of using 2 drachms of hypophosphorous acid to each pint, as the B. P. C. formula directs, that quantity is reduced to ½ drachm, and 10 grains (to the pint) of citric acid added when the salts have been dissolved, the result is a fine bright syrup which keeps well.—Mr. Lyon also makes a plea for simplicity for a simpler official method of preparing citrine ointment. The B. P. method is complicated; but Mr. Lyon fails to suggest a better one.—No tests are given in the official monographs for determining the sources from which *sapo animalis* and *sapo durus* are obtained. The two varieties of soap can be distinguished readily, according to Edmund White, by the characters of the fatty acids. Thus, if the soap be dissolved in hot water and dilute sulphuric or hydrochloric acid be added until the liquid is acid to methyl orange, the sodium salts of the fatty acids are decomposed and the liberated fatty acids, on account of their lower specific gravity, rise to the surface. On allowing the mixture to cool, this layer of fatty acid solidifies and a determination of its melting point yields the necessary indication, since oleic acid melts at a much lower temperature than stearic acid.—E. M. Holmes contributes a note on the histological tests of the B. P. It would in his opinion add considerably to the value of the histological tests for crude vegetable drugs and their powders if bibliographical references to reliable microscopic descriptions in published works were given.—In an additional note he recommends that the Pharmacopœia should be distinctly stated, in the preface to the work, to be a standard for drugs and their preparations used in dispensing medicines only, for the reason that if the B. P. is taken as a standard of purity of all substances sold by the chemist, he might be prosecuted for selling them of other than B. P. strength.

*A Study of the Ointments.* By C. S. N. Hallberg, Ph.G.—This is a preliminary report on the subject of "Ointments" for the Sub-Committee on "Cerates and Allied Compounds" of the United States Pharmacopœia Committee of Revision. The author, who is a well known member of the American Pharmaceutical Association, makes the statement that the British Pharmacopœia formulæ for ointments are superior to those of all other



pharmacopœias. The ointments are classified according to their characteristics into (1) Protective: non-absorbent or epidermatic. (2) Emollient: nutritive, absorbent or endermatic. (3) Constitutional, systematic: absorptive or diadermatic. In the case of the non-absorbent class the official petrolatums afford the best vehicle. The absorbent ointments take in the greatest range of fatty substances used as vehicles. Lard, sometimes with an addition of wax and oil, and, in the case of alkaloids, the use of oleic acid, affords the best vehicle. Cacao butter is named in this class as an elegant ointment vehicle; and, as a nutrient, the most effective vehicle is stated to consist of cod-liver oil. The ointments of the absorptive class comprise only such medicinal agents as are intended for systemic or constitutional effect. The vehicle indicated in these cases is purified and hydrated wool fat which possesses this property in a high degree.

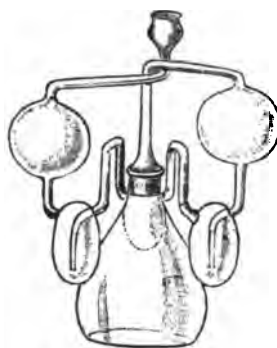
*The B. P. Formula for Glycerin of Boric Acid.*—In a paper communicated at a meeting of the Pharmaceutical Society, held at Edinburgh on January 16, 1901, David Gilmour contends that this preparation is objectionable both from the tediousness of the process of manufacture and its inelegant appearance. He states the aim of the B. P. process is to provide a closer chemical union of glyceryl borate, which is effected by heating first glycerin to a temperature not exceeding 302 degrees F., then gradually adding the boric acid and continuing to heat till the total weight is reduced from 15 to 10 ounces, water and excess of glycerin being driven off. Mr. Gilmour would have nothing to say in the matter if the superiority of glyceryl borate over that of glycerin and boric acid was proved. He deems the process tedious and unnecessary because in the presence of water glyceryl borate is split up into its original constituents, and this happens when contact with the moisture in the throat [or other mucous surfaces] takes place. As regards its appearance and physical qualities, instead of being a soft, easily assimilated paste or cream it is practically a candy which cannot be handled without messing everything it comes into contact with. It fails of its purpose as a successful throat application owing to its viscosity. Having in mind the therapeutic value of boric acid, as free acid, he concludes that a simple solution in glycerin of the strength of one-fourth would make a satisfactory throat application. If on the other hand glyceryl borate is proved to have virtues not in the other, glycerin ought to be added till the strength is reduced to one-fifth.

*The Instability of Spirit of Nitrous Ether.*—The same author has investigated the keeping qualities of spirit of nitrous ether with a view of determining the conditions most favorable for stocking and preserving and comes to the conclusion that the direction given in the Pharmacopœia is a safe guide—viz.: "Preserve the spirit of nitrous ether in well closed vessels, preferably in dark bottles, and in small bottles." The favorable conditions according to Mr. Gilmour are a cool underground cellar with little daylight. The unfavorable conditions giving rise to rapid deterioration are a bright shop, too many windows, too much sunlight, and keeping in too large containers.

*Liquid Extract of Cascara.*—In a paper read at a meeting of the Edinburgh branch of the Pharmaceutical Society, on January 16, Fraser McDiarmid discusses the specific gravity figures and the percentage figures for residue of the liquid extract of cascara of the British Pharmacopœia. From his own experience he states that not less than 25 Gm. per 100 Cc. should represent the dry extractive yield of the preparation. As regards the spec-

ific gravity the author thinks it would be useless to suggest a figure until the amount of alcohol necessary for extraction and preservation has been definitely fixed. The author makes a plea for greater liberty in the choice of preservatives. Chloroform is useful and unobjectionable as a preservative, and the pharmacist at one of the largest London hospitals makes his liquid extract of ergot with chloroform water, not a drop of alcohol being contained in the finished preparation. The use of glycerin is favored as a preventative of the unsightly deposit which is sometimes observed in liquid extract of cascara, and the point is made that it would not hinder or lessen the therapeutic effect of the preparation.

*An Apparatus for the Application of Gutzeit's Arsenic Test.* By William Kirby, F.L.S., F.R.M.S.—The author fixes the sulphuretted hydrogen generated in carrying out the Gutzeit test on



substances containing interfering sulphur compounds by passing the gas through lead acetate solution contained in specially constructed bulbs, as shown in the accompanying cut. The gas is generated in the flask, and traverses five bulbs, of which the three lower ones are half filled with 5 per cent. solution normal lead acetate; finally it reaches the small thistle head, which is covered with a filter paper cap bearing a dried drop of mercuric chloride solution (1 in 20). The arsenical liquid is mixed with from 5 Cc. to 10 Cc. of the purest redistilled hydrochloric acid, and the volume adjusted to a fixed quantity—say 40 Cc. in a 150 Cc. flask. When the bulbs have been charged with the lead acetate solution, and the test paper fixed in position, a piece of rod zinc of definite size—say 15 Mm., by 5 Mm.—is introduced, and the apparatus is put on one side for a greater or less time, at the discretion of the analyst. The third bulb containing the lead solution should not give signs of having its efficiency exhausted at the expiration of the test.

*The Botanical Source of Commercial Coca Leaves.* By E. H. Holmes, F.L.S. (Continued.)—Mr. Holmes has had an opportunity of examining a dried specimen of *Erythroxylum Spruceanum*, Burck (*E. truxillense*, Rusby) and finds it to agree closely with Dr. Rusby's description of the plant. Dr. Rusby's description, however, says nothing about the inequality of the stamens, or the relative length of the stamens and style. But Burck's description of the plant does not give evidence that Dr. Rusby's plant agrees with it. The details mentioned by Burck may exist in Dr. Rusby's plant, but if so, they are not mentioned by Rusby. Mr. Holmes observes that illustrations are not always to be depended on, and until it is known whether a long or short style is a character of importance, it is difficult to estimate the value of the differences that different illustrations of the coca plant present in this respect. He concludes that Dr. Rusby has done well to adopt the name *E. truxillense* for the *E. spruceanum* of Burck, and if he will add to his description the relative length of the styles and the character of the stamens as regards their relative length, a service will have been done to both botanical and pharmaceutical science in giving greater precision to the character of the plants intended to be official in the various Pharmacopœias, and to the limitations of the species of the plants that yield commercial coca. Mr. Holmes states with regard to Dr. Rusby's observation that the



leaves of *Erythroxylon noro-granatense* are not found in American commerce, and that they are probably met with in Great Britain under the name of Truxillo coca, that it "lacks confirmation."

*Pharmacy in Scotland: A Retrospect.* By David Harley.—A continuation of the paper describing the condition of Scottish pharmacy during the past three centuries.

*Rubber, Its Origin and Sources.* By Geo. F. Branch.—In a paper presented to the Pharmaceutical Society of Cape Colony, December 15, 1900, the author names the sources of Para rubber, and describes the appearance of the trees. The best districts for the Hevea species are undoubtedly along the banks of all the tributaries of the River Amazon and around Para. The rubber tree bearing area of this district is estimated at 1,000,000 square miles. As much as one ton of rubber has been obtained from a hundred adult trees in these districts. The methods of collecting the latex are described interestingly as also the means employed to effect coagulation. The assay of India rubber is effected as follows: About 50–100 Gm. of crude rubber is cut into fine sheets and freed from all mechanical impurities by thorough maceration in water, and finally dried at 80 to 90 degrees, weighed and loss of weight equals foreign impurities present; 5 to 10 Gm. of the dried rubber is then packed in a Soxhlet apparatus, and thoroughly exhausted with acetone, in which caoutchouc resin is completely soluble; the acetone is then evaporated, and the residue weighed equals the amount of resin, the undissolved portion being caoutchouc in a pure state. Pure caoutchouc can be prepared by taking a saturated solution of rubber in chloroform, and pouring into a large volume of methylated spirit, the resin remains in solution, but the caoutchouc is precipitated. The source, composition and properties of gutta percha are mentioned, and the paper concludes with a description of the impurities in India rubber.

*Veterinary Notes.*—The effects of salted roads on horses are described and a remedy for mud fever is suggested. A 1 in 500 solution of chinisol in water, with 5 per cent. of glycerin, is recommended as a local application. Chinisol is considered superior to potassium permanganate, as it does not decompose in the presence of glycerin. For a poor man's horse an alternative application is suggested in a lotion of liquid plumbi one part, oleum lini ten, applied once a day. Cracked heels are treated with astringents like dried alum and zinc oxide equal parts. Exercise must be insisted upon. Ointments are seldom suitable applications. Coronitis is treated with warm fomentations, sedative lotions as ext. belladonnæ, rubbed down with glycerin; and internally small doses of aloin if the constitutional condition of the animal will permit. Chronic villitis is best treated by a prolonged rest in a wet marsh.

*British and Colonial Druggist, January 11, 18 and 25.*

*Arsenic in Common Articles.*—The discovery that arsenic in beer is derived from the use of glucose prepared with impure sulphuric acid has prompted an investigation of a number of commonly used articles of which sugar or glucose might be constituents. The investigation was instituted by the *Lancet*, and the results, according to the editor of the *British and Colonial Druggist*, are somewhat reassuring. No trace of arsenic was discovered in any of the sweetmeats or lemonade examined, but distinct evidence of arsenic was found in some samples of Glauber's salt.

*Victorian Pharmacy.*—The editors review the prog-

ress in pharmacy and the allied sciences during the reign of Queen Victoria. When Her Majesty ascended the throne three pharmacopœias were official, those of London, Edinburgh and Dublin. The need of a single standard for medicine throughout the Kingdom had long been realized, but it was not until 1864 that the first British Pharmacopœia made its appearance. The introduction of what is called "elegant pharmacy" is touched upon, and the earlier new remedies named. Cascara and coca are referred to as perhaps the two most important additions to vegetable materia medica during the past half century. The number of proprietary medicines in 1837 was very small. In the year the amount of duty yielded by the medicine stamp was £30,495; for the year ending March 31, 1900, it reached £288,777 4s. 6d. The license at the beginning of the reign was £2 2s. per annum. It was reduced in 1867 to 10s., and in 1875 to 5s.

*The Pharmacist of the "Maine."*—An interesting account is given of the hospital ship "Maine," which was the gift of a citizen of the United States—Bernard Barker, president of the Atlantic Transport Company, of Baltimore—to Great Britain soon after the outbreak of the Boer War. The services of the "Maine" are told in an interesting manner, and the account is embellished with a portrait of the chief apothecary, Albert O. Spotts, a graduate of the Philadelphia College of Pharmacy, and for some time in the employ of F. Haas, Fifth avenue and Thirty-ninth street. Mr. Spotts had as assistant Herbert Haigh, a graduate of the New York College of Pharmacy. Mr. Spotts sailed for the United States on January 24, on the "Minneapolis."

*Chemist and Druggist, January 5, 12, 19 and 26.*

*Examination of Arsenical Sublimates.*—M. H. Stiles, F.R.M.S., Ph.C., describes a method for the microscopical examination of the arsenical sublimate which avoids breakage of the tube and possible loss of sublimate.

*The Detection of Arsenic.* A paper by A. H. Allen, reprinted from the *Chemical News*.—After reviewing the various methods that have been adopted by analysts during the recent arsenical beer scare in England he declares himself in favor of a modified form of Reinsch's test, in which provision is made for the reduction of the arsenic to the arsenious condition. He first purifies the hydrochloric acid employed by distilling off about one-tenth, this fraction containing the minute trace of arsenic originally present. He operates on 100 Cc. of the beer, and, as a preliminary treatment to eliminate sulphites, adds hydrochloric acid and a little bromine water, and boils the liquid for a few minutes. To obviate the difficulty caused by the fact that arsenic only responds to Reinsch's test after prolonged boiling, and in the presence of much acid, a little solution of cuprous chloride in hydrochloric acid is next added, which reduces the arsenic to the arsenious condition. On now introducing about one square centimeter of copper-foil, and boiling, any arsenic is promptly deposited on the copper. This process has the advantage that the arsenic is actually seen and identified as such.

*Pharmacy in Scotland: A Retrospect.*—Presidential address to the Edinburgh Chemists', Assistants' and Apprentices' Association, by David Harley. (Continued.)

*Commercial Glucose.* By H. S. Coupland.—The author mentions as occasional impurities of commercial glucose sulphurous acid and arsenic. The latter introduced through impure sulphuric acid used in making glucose from starch or cellulose.

*Tincture of Kino.* By Mr. Hill.—The gelatiniza-

tion of this tincture is due, says the author, to a loss of menstruum by evaporation.

*The Quality of Fluid Extract of Cascara, B. P.*—George F. Merson, F.C.S., has examined a number of samples and found them to vary to some extent both in respect of specific gravity, dry extractive as well as alcohol content. He concludes that an average liquid extract of cascara, B. P. should have:

- (1) Sp. gr. at 60 degrees F. approximately 1.0615;
- (2) Should yield from 23.5 to 25 Gms. dry extract per 100 Cc.;
- (3) And contain about 19.25 per cent. absolute alcohol by volume.

*Stability of Ipecac Preparations.*—The results of some recent experiments to determine the stability of the official galenical preparations of ipecac, made by H. Wippell Gadd, do not bear out the somewhat prevalent belief in their instability.

*Vermifuge Treatment of Horses.*—"M. R. C. V. S." describes the various parasites which infest the organs of the horse and gives remedial treatment.

*Three Troublesome Prescriptions.*—W. G. Stratton calls attention to the following prescription:

Tr. nucis vom.	3ij
Tr. strophanthi.	3iss
Tr. zingib. fort.	3ss
Tr. cardam. co.	3ss
Spt. chloroforml.	3ss
Aq. chloroforml ad.	3vj
M. Ft. mist.	

This was sent out as a slightly cloudy mixture, but complaint was made that it was incorrectly dispensed as it differed from that which had been obtained at another establishment. A few experiments showed that the mixture had been badly compounded. If the tinctures and spirit of chloroform are mixed and then added to 4½ ounces of chloroform water a comparatively clear mixture is obtained, while if the tinctures and spirits are added one by one to the water, the result is a muddy mixture from which a light sediment is rapidly deposited. The next prescription looks simple but requires some skillful manipulation to dispense properly:

Liq. ammon. acet.	3iv
Liq. plumbi subacet. dil.	3iv

M. et ft. lotio.

Mindererus' spirit is strongly impregnated with carbon dioxide when fresh and on mixing the above the lead is completely precipitated as carbonate, unless the precaution is taken to boil off all the gas from the spirit before adding the solution of lead. The third prescription is for an ointment which a well known English pharmacist was accustomed to set each new assistant to make up:

Hyd. ox. rub.	gr. xx
Zinci oxidl.	3ij
Calaminaris præparat.	3ij
Liq. plumbi subacet.	3v
Creasotl.	gtt. viij
Vaselini ad.	3ij

M. et ft. ungt.

The attempts of some of the newcomers to dispense the above were ludicrous, as in no way can the liq. plumbi be incorporated and a creamy product obtained, unless the dispenser starts by mixing the eight drops of creosote with the vaseline. The oxide of zinc, calamine and red oxide of mercury, all in the finest powder, should then be added, and when these are thoroughly incorporated the liq. plumbi should be stirred in in small quantities at a time, each portion being thoroughly mixed before the next

portion is added. The product is a beautiful flesh-colored cream.

*Veterinary Notes* are continued, and "M. R. C. V. S." treats of mud fever and other skin trouble, giving the appropriate treatment. In the number for January 19 attention is called to the remedies for maggots. The Board of Agriculture issues a pamphlet containing the essential facts respecting the warble-maggot and its methods of propagation, and it is suggested that extracts from this pamphlet would form good matter on a label for a specialty. As a dressing for store cattle mercurial ointment is recommended.

*The Death of Queen Victoria.*—A heavily bordered mourning page is given up to an account of the departed Queen's relations with pharmacy in Great Britain. Until Queen Victoria came to the throne in 1837 the calling of chemist and druggist had not been recognized in any way, and was still an unorganized body. The Queen appointed a pharmacist on her staff, and on February 18, 1843, she granted a charter to the Pharmaceutical Society of Great Britain.

*The New Pharmacy Law of New York State* is the subject of editorial comment, it being remarked, after a review of its main provisions, that the law is one of the most thorough dealing with pharmacy that exist in the United States, and it replaces a condition of affairs in New York State which was practically chaos. The conditions of practice are referred to as closely resembling the conditions which have so long obtained in France and Germany.

*English Prescription Pharmacies Described.*—This is a lengthy illustrated article giving an account of the arrangements requisite in the pharmacy for the art of dispensing, with notes of visits to some leading dispensing houses. It is a suggestive and interesting article which will repay perusal in its entirety by American pharmacists. Some of the establishments described are of considerable historic interest.

*Analysis of Camphorated Oil.* By J. F. Liverseege, Ph.G., F.C.S.—The author describes a number of experiments made to determine the quantity of camphor in liniment of camphor by the use of the polariscope, and publishes tables of results. The methods of detecting the substitution of mineral oil and the cheaper vegetable oils for olive oil are described. Sesame oil was detected by the high sp. gr. and iodine value; peanut by the high titre of the fatty acids and by the somewhat high iodine value; colza by the high iodine value and by the low saponification value and titre of fatty acids. Mineral oil is readily detected by its fluorescence and by the insolubility of the camphorated oil prepared by it in acetic acid. The alteration in the percentage of camphor contained in camphorated oil as made with olive oil by the B. P. process, as a result of keeping, was found by the author to be very slight.

*Digitalis and Its Active Principles.*—The extreme confusion regarding the nature and therapeutic activity of the various active principles of digitalis is emphasized in a note on two papers presented to the International Congress of Medicine held in Paris. Sir Lauder Brunton asserts that the activity of digitalis is due to the presence of digitalin, digitalein and digitoxin. The action of these three bodies is very similar, and differs only in degree. M. Joānin claims that in the great majority of cases where digitalis treatment does not yield a satisfactory result this is due to the following causes: (a), To the use of defective preparations, such defects being due to the varying nature of the drug itself as dependent on time and locality of gathering, and also to adulteration of the

plant with foreign plants; (b), to the employment of substances passing as identical, and as the immediately active principles of the plant, but which are prepared in entirely different methods; (c), to the indiscriminate use of the same name for entirely different products of commerce. The only means to avoid the trouble is to establish some uniform rules for the preparation and examination of the constituents of the drug. With regard to the active principles, it is absolutely necessary to adopt a uniform terminology for the various substances, and to establish fixed methods for their preparation.

*Apotheker-Zeitung*, January 9 and 16.

*The Adulteration of Asafetida.* G. Frerichs some time ago received from a druggist a sample of asafetida in mass, weighing about 150 Gms. This mass was found to contain an admixture of shining crystals which varied in size from that of a pea to that of a bean. On examination it was found that these crystals consisted of natural calcspar (calcium carbonate occurring in the form of hexagonal crystals). The amount of this foreign substance constituted at least seventy per cent. of the drug. The gum-resin was, however, of good quality and quite fresh. The fact that fresh fractures of the drug showed the presence of the same crystals indicates that the adulteration had taken place in the country whence it was exported. It is astonishing that so flagrant an adulteration should have escaped the notice of the wholesale dealers, and should have found its way to the retail druggist. The author asks that readers who have met with similar samples of adulterated asafetida will publish their observations.

*A Noteworthy Adulteration of Asafetida.*—F. Zernik saw a sample of asafetida in a country drug store, and his attention was attracted by the presence of crystalline masses embedded in the gum-resin. The general appearance of the sample corresponded to the usual look of asafetida in tears, and the masses could be fairly easily kneaded after having been held for a while in the warm hand. The crystals varied in size, some reaching that of a pea or bean, and the masses were found to be of two kinds—one consisted of monoclinic prisms, which corresponded in their external appearance to that of double calcspar and were transparent—the other of amorphous masses of earthy character, showing here and there the presence of crystals. The masses were subjected to qualitative analysis. It was found that the crystals consisted of calcium carbonate with an admixture of magnesium carbonate and traces of iron and chlorine. The earthy parts were found to have the same composition as the crystals, and, in addition, to contain traces of strontium sulphate and a little aluminium. On treating a sample of the drug with boiling alcohol, according to the method of testing prescribed in the "Arzneibuch IV," the author obtained a residue of insoluble matter constituting thirty-five per cent. of the sample. The Pharmacopœia allows fifty per cent. of such residue. On the other hand, on evaporating the alcohol and on reducing the whole to ashes there was thirteen per cent. of mineral matter, while the Pharmacopœia allows only ten per cent. The original theory that the crystalline masses were added to the gum-resin with the intention of adulterating the drug was therefore not absolutely proven. It is possible that these crystals were accidental admixtures from the earth which surrounded the stumps of ferula. The origin of the drug could not be traced.

*Adulteration of Asafetida.* By W. Brandes.—An adulteration similar to that to which Frerichs referred in the issue of January 9 has been recorded by Cæsar and Lorentz in their annual report, issued September, 1894.

These observers received a quantity of asafetida in original packages. The consignment was supposed to contain pure asafetida in loose tears, but on examination it was found that, in addition to the tears of gum-resin, the boxes contained a large number of little stones which resembled the drug very closely. On analysis the latter were also found to consist of calcspar, but they had been covered by a thin layer of the gum-resin in order to give them the appearance and feel of the actual tears, and in order to destroy their natural crystalline brightness and their white color.

*Pharmaceutische Zeitung*, December 22 and 26, 1900.

*The Testing of Blood Preparations.* By Dr. Aufrecht.—The majority of blood preparations in the market are prepared by defibrinating the blood of an animal by means of the centrifuge, removing the fat by means of æther and by evaporating in vacuo. They occur as fine brownish red powder, or small tablets of the same color, or as a syrupy liquid of cherry red color.

The following rules are given by the author for the estimation of the value of these preparations: They must not have a disagreeable odor nor a marked taste. The dry preparations must not contain more than 6 per cent. of moisture, as a greater amount of fluid induces decomposition. If the preparation has a foul odor, or a bitter, sharp taste, or appears changed in color, light brown, or is covered with mould, it is to be rejected as injurious to health. The use of coloring matters and of preservatives should be considered as signs of defective products. Bacteriologic examinations are of value chiefly in determining the presence or absence of pathogenic microorganisms, showing that the blood of sick animals has not been used in the manufacture of the preparation.

The following tests may be made as regards chemical constitution: (1) The amount of hæmoglobin. In pure preparations there should be 12 to 13 per cent. of oxy-hæmoglobin. A smaller percentage points to an admixture of adulterants. (2) The amount of ash should not exceed 4.5 per cent. A higher percentage speaks of admixtures of salt, etc. (3) The amount of iron and of phosphorus should be as follows in 100 Gms. of pure dry blood preparations: Iron, 0.24 to 0.25 Gm.; phosphoric acid, 0.18 to 0.19 Gm. There should also be 0.06 Gm. of calcium and 3.2 to 3.5 Gms. of sodium chloride.

The following methods of testing these preparations are recommended: (1) Pure hæmoglobin is soluble in 20 parts of water with a slight residue. If the latter exceeds 0.02 Gm., there are probably adulterants, such as starch, sugar, etc. (2) Spectroscopic examination will show the absorption bands of oxy and meth-hæmoglobin. (3) The 1 to 20 watery solution if mixed with equal volumes of strong alcohol will separate into two layers after twenty-four hours. The precipitate should be light red and finely granular. The presence of large flocculi points to the admixture of albumin, starch, etc. The supernatant fluid should be clear, light yellow. Other colors point to the presence of coloring matter. (4) The solution should coagulate when heated on a water bath. The filtrate must show a light yellow color. Other colors point to the presence of coloring matter. Dark red shows that the preparation has partly decomposed, and that peptones have formed. The filtrate must not have an alkaline reaction (presence of alkalis in order to produce a vivid red color), nor must it give positive results with tests for boric or salicylic acid. When evaporated the solution must not give a sticky residue (presence of dextrin, gums, etc.). Shaken with ether it must not give evidences of the presence of fat.

*The Occurrence of Formaldehyde in Plants.* By Dr.

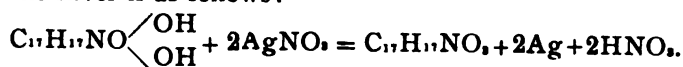
A. Josopait.—This is a contribution to the controversy raised by Bokorny as to the question whether formalin exists in living plants. The present author tries to show that plants which have parts which contain chromatoplasm contain formaldehyde. He explains the formation of this substance in the metabolism of the plant as follows: The primary product of assimilation in the plant is  $\text{H}_2\text{CO}_3$  and not  $\text{CO}_2$ , because the carbonic dioxide unites with the water of the protoplasm to form carbonic acid. When the oxygen elimination begins this carbonic acid becomes  $\text{H}_2\text{CO}_2$ , the secondary product of assimilation, formic acid, which can easily be demonstrated in plants. As the elimination of oxygen continues, and this process goes on all the time, there is left  $\text{COH}_2$ , or formaldehyde. The fact that it is difficult to demonstrate this substance in plant tissue is due to the ease with which formaldehyde polymerizes and condenses. It is not impossible, therefore, that Polacci (though it appears incredible to Bokorny), has actually found formaldehyde in plants that have chromatophores.

*Concerning Cacao-Butter.* By Dr. Karl Dieterich.—The differences in opinion existing as regards the constitution of cacao-butter are to be referred to the fact that some investigators used the expressed oil, others the extracted oil for examination. The normal constitution of cacao-butter, as given by Filsinger, is based upon the examination of the absolutely pure product, while the data which resulted from the examination of numerous samples in the Helfenberg laboratory by the author are based upon analyses of the commercial product, although the latter was what is considered pure in the ordinary sense of the word. The melting point of cacao-butter has now been fixed in the new edition of the German Pharmacopœia as 33 degrees C. Eugen Dieterich gave it as 35 a number of years ago in the Helfenberg Annals, but this figure is probably too high, although Braithwaite gave the figure 34 as late as 1897. As regards the iodine figures the author has already pointed out in an address before the pharmaceutical society in Berlin that the Pharmacopœial process has certain defects. In the first place, the unstable solution of Huebl is prescribed, and in the second place too large quantities of iodine are used. He recommends Waller's solution for this purpose. The next edition of the Pharmacopœia should also contain directions for the determination of the acids and of the co-efficient of saponification in cacao-butter. The author refers to Wellman's article in the *Pharmazeutische Zeitung*, No. 99, 1900, for further details as to the examination of cacao-butter.

*The Quantitative Estimation of Morphine by Reduction with Silver Nitrate.* By C. Reichard.—The fact that salts of morphine, even in dilute solutions, reduce weak solutions of silver nitrate, forming heavy, metallic gray or black precipitates of silver, was utilized by the author in devising a new method of quantitative analysis for morphine. The bromide, iodide and hydrochlorate of morphine are, of course, not suitable for this reaction. If the two solutions employed in this reaction be very dilute the mixture remains perfectly clear for a time. After a few hours, however, one notes a distinct cloudiness due to the suspension of particles of silver, which disappears again on standing quietly for a while. If very dilute solutions be heated to the boiling-point there will be no immediate precipitation. It is recommended that the solutions of morphine salts and of silver nitrate be not too dilute, so that the silver which is precipitated in such reaction be conveniently large for weighing and quantitative determination. The heavy metallic powder is then carefully filtered out and quickly dried at 130-150 degrees C., after having been washed on the filter with

boiling water. The whole residue is then reduced to ashes and weighed. The weight found is a measure of the amount of morphine contained in the solution. If we are dealing with the hydrochlorate the process must be somewhat modified. A solution of silver nitrate is added to one of morphine hydrochlorate, and silver chloride is formed, together with metallic silver. The mixture is filtered, washed on the filter and the silver chloride is removed from the filter by adding a few drops of ammonia when the filtrate no longer reacts to sodium chloride. The metallic silver is now left on the filter and nothing prevents the continuation of the process. If we have to deal with solutions of morphine, bromide or iodide, however, the difficulty is greater, for silver bromide and iodide are but very slightly soluble in ammonia. We may use a solution of sodium hyposulphate, however, instead of the ammonia.

The process is of especial interest when one has other organic bases in addition to morphine in the solution to be examined. The method here described may be pursued without separating these substances, as but few alkalis are capable of reducing silver nitrate. It may also be noted that, too, concentrated solutions should be avoided in working with this method. The reason for this is that the reaction splits silver nitrate into its constituents, silver and nitric acid. The latter is very efficient, even under ordinary conditions, as a solvent for metallic silver, but the more so in the nascent state. Instead of weighing the precipitate, we may use one of the volumetric methods. If the amount of metallic silver in a silver nitrate solution is known beforehand the amount used in the reaction may be measured, the unused part of the solution being determined by sodium chloride. The figures to be used in this process are as follows: 303 parts of crystallized morphine ( $\text{C}_{17}\text{H}_{19}\text{NO}_3 + \text{H}_2\text{O}$ ) are equal to 340 parts of silver nitrate, or 216 parts of metallic silver. The reaction which takes place in the reduction of the silver is as follows:



*Pharmaceutische Post*, January 6 and 13.

*Proceedings of the Section on Pharmacy of the Seventy-second Meeting of German Naturalists and Physicians in Aix-la-Chapelle.*—A report of the papers read at this meeting and an outline of the discussions. One of the most important communications read was a paper by Professor Kobert concerning the examination and testing of newer remedies. He recommends that a State Institute for the testing of remedies be established in the center of the country, and that all new remedies be referred to a set of experts for experimentation and for chemical and physiologic testing. The manufacturers should not be compelled to submit their remedies for testing in the institute, but the matter should be purely voluntary. The institute should also gather information concerning new remedies and publish it in the form of an annual report. Abstracts of the principal papers presented were published in the *AMERICAN DRUGGIST* for October 22, 1900, page 247, and for November 12, page 279.

*The Quinologists of the Nineteenth Century.* By A. Tschirch.—An address read at the Ninth International Pharmaceutical Congress in Paris. It is a remarkable fact that the study of a single drug—cinchona—gave birth to the science of pharmacognosy, which now concerns itself with every known vegetable substance used in medicine. The "quinologists"—i. e., the investigators who devoted themselves to the study of cinchona bark—were

the pioneers of pharmacognosy. Quinology reached its acme in the seventies of the nineteenth century, and the botanical congress in Amsterdam in 1877 established a separate section—that of cinchona barks. The membership of this section included all the quinologists of Europe who were living at the time. There was Howard of England, de Vrij, Haskari, Rijk and Oudemans of Holland, G. Planchon of France, Weddel of Austria, Phœbus, Kerner, and Jobst of Germany, and Schaer of Switzerland. Flueckinger alone was prevented by circumstances beyond his control from being present at the gathering. The history of the discovery of the antifebrile properties of cinchona bark is well known. In the present article the author gives a most interesting historical sketch of the science of quinology and of the labors of the devotees of this branch of botany. (Continued.)

*The Quinologists of the Nineteenth Century.* By A. Tschirch. (Continued.)—After having given an account of the early history of cinchona, beginning with the story of the beautiful Anna de Osoria, Countess of Cinchon, after whom the powdered drug was styled *polvo de la condessa*, or *pulvis comitissae* (the countess' powder), and with the Procurator-General of the Jesuits, Cardinal Juan de Lugo, who labored earnestly in favor of the introduction and general use of cinchona, and after giving an account of the early quinologists, such as Jussieu, Condamine, Ruiz and Pavon, Mutis, Ulloa, Restrepo, Caldas, Zea, v. Bergen, and Lambert, the author passes on to the consideration of the history of quinology in the nineteenth century, of which he gives a most interesting account.

*A Gigantic Pharmaceutical Establishment in America.* By Dr. E. Grebe, of St. Louis, Mo.—Under this title the author gives a description of the well-known house of the Meyer Brothers Drug Company in St. Louis, Mo.

*Concerning Eigons.* By J. Mindes, Ph.M.—Eigons are compounds of iodine or bromine with albumin. They were placed on the market by the Chemical Works, at Helfenberg, and are prepared according to a formula devised by Karl Dieterich. They are said to be stable compounds and to contain considerable proportions of iodine and of bromine respectively. The number of albuminous bodies containing iodine which have been offered to the profession during the past few years is certainly large, and their origin is to be sought in the reputation which thyroid extract has gained. Thus the albuminates of iodine have been used as substitutes for thyroiodine, or as substitutes for the inorganic iodides of potassium and sodium which manifest certain untoward effects due to the potassium or sodium. Such substitutes are the eigons.

(1) Iodine-eigon, or iodide of albumin is a light brown, odorless and almost tasteless powder, insoluble in water, stable in composition, and containing about twenty per cent. of iodine. On examination the author found that the preparation did not contain any free iodine. The taste of this preparation is certainly more agreeable than that of potassium iodide.

(2) Iodine-eigon-sodium, or sodium iodide of albumin. A nearly white, odorless and practically tasteless powder, containing about fifteen per cent. of iodine in chemical combination with albumin (not with sodium), fairly well soluble in cold, more easily in warm water. The solutions are neutral in reaction. According to Dieterich's method of preparation the union of the iodide of albumin with sodium is effected by heating the former with caustic soda solution for a considerable length of time, so that the iodide of albumin combines with the sodium salt. Thus the iodine in this preparation must be in chemical combination with the albumin and not with the sodium.

(3) Pepto-iodine-eigon or peptone-iodine. This prep-

aration corresponds in most respects to those already described, and has the additional advantage of being easily borne by the stomach because it is predigested.

Experiments on animals showed that rabbits bear considerable quantities of iodine eigons without any disturbances. Potassium iodide is eliminated in the urine two hours after ingestion, while the pepto-eigon in the same doses appears in the urine four hours after administration. Iodine-eigon is an efficient substitute for iodoform in surgery. Internally, as a substitute for iodides of potassium or sodium it may be given in doses of 0.6 to 2.0 Gms. dissolved in water, or in the form of tablets, or with extract of malt, wine or syrup. The eigons are especially valuable in the treatment of syphilis, for they do not affect the stomach as do the inorganic bodies. Iodine-eigon-sodium may also be used as a caustic and astringent, in ulcers of the cornea (one to two per cent. ointments or two to five per cent. aqueous solutions), and in prostatic hypertrophy (two to four per cent. suppositories).

Bromine-eigons (bromine-eigon, and pepto-bromine-eigon) are analogous albumin compounds with bromine. Experimental studies showed that the organic compounds of bromine were eliminated less rapidly than the inorganic bromides. This speaks for a more continuous action in the body. The bromine-eigons have been used with success in epilepsy, sleeplessness, and in other conditions in which bromides are indicated. As regards the amount of iodine 1 Gm. of bromine-eigon is equivalent to 0.12 bromine, while 0.5 Gm. of potassium bromide is equal to 0.33 of bromine, and yet the former is more efficient as regards action than the inorganic compound. The bromine-eigons may also be used externally in the treatment of wounds in combination with the iodine-eigons; also in coryza, and in venereal diseases. The preparations of bromine and eigon are also obtainable in tablets, or they may be given in the form of suppositories, or in combination with iron and manganese as Liquor Ferro-Mangani-Bromo-Peptonati.

*The Imperial University Tung-Wen-Kwan in Peking.* By Dr. Convall Spazier.—This university was founded by the Chinese Emperor K'wang-Su, who paid with his throne for the privilege of establishing this institution on a footing analogous to that of the European universities, so far as organization was concerned. The author was unable to obtain any information concerning the fate of the Imperial University during the recent trouble in China, and the present report concerns its condition before the new charter was granted by the Emperor in 1899, against great opposition from the court party. The university is under the supervision of the Tsung-li-Yamen, or Supreme Council of the Chinese Empire and of the Director-General of Customs, Sir Robert Hart. The president was C. H. Oliver, who also lectured on geography and physics. Sir M. Russel was professor of astronomy and mathematics, and C. Stuhlmann, professor of chemistry and allied sciences. Special attention was given to the study of languages, and professorships of German, Russian, English, French and Japanese were established. The incumbents of these chairs were officials of the various nations who were stationed in the capital of the Celestial Empire. Chinese language, literature, theology and moral philosophy, including the teachings of Confucius, Tao, etc., composed important parts of the curriculum. At the end of 1898 there were 150 students, most of whom boarded in the buildings of the university. A number of scholarships were available for poor students. Examinations were held every month, and at the end of the year the principal examination was held publicly. The graduates received appointments as interpreters in the Chinese embassies of various countries.



## Queries and Answers.

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Chemical Reaction in a Prescription.**—E. E. F. has noted a pretty color reaction in a compound which is being largely prescribed by the physicians of his city. The prescription reads:

Sodli nitrit.....gr. VIII  
Syr. acid hydriodic.....℥i  
Syr. hypophos. comp.....℥ii

In this prescription the sodium nitrite reacts upon the syrup of hydriodic acid, liberating iodine and giving off at the same time nitrogen oxide. All nitrites in acid solution behave in this way toward compounds of iodine, unless the solution is first rendered alkaline. A somewhat similar reaction takes place when spirit of nitrous ether is added to solutions of iodides. In the latter instance, however, the incompatibility is generally caused by the development of acidity in the spirit, though a freshly made spirit of nitrous ether decomposes easily, setting free nitrous acid which reacts with solutions of the iodides to set free iodine and nitrogen oxide. The prescription quoted is clearly incompatible.

**Solidified Alcohol.**—S. G.—This is a soapy compound made by dissolving a portion of well dried castile soap in powder or shavings in warmed alcohol. The proportion of soap to alcohol is stated to be 10 grains to the ounce; an equal amount of shellac is added if the preparation is to be kept on hand for any length of time, as it insures a longer retention of the alcohol. The alcohol should be heated in a water bath to a temperature of about 140 degrees F. before adding the powdered soap. The solution should be decanted while warm into shallow boxes of the required capacity.

**Formaldehyde Test.**—D. and F.—Various methods of testing formaldehyde have been described in previous issues of this journal. It is generally agreed that the phenylhydrazine test is the most sensitive, though Trillat's is perhaps more commonly employed. With the first named one part of formaldehyde in 250,000 parts of fluid may be detected. Thus, 3 Cc. of a solution containing 1 part in 250,000 when heated with 5 drops of the reagent (phenylhydrazine hydrochloride) and 5 drops of sulphuric acid, gave a light green tint after 3 minutes and a decided coloration after 10 minutes.

Trillat's test consists in heating the suspected solution of formaldehyde with a few drops of sulphuric acid and dimethylaniline for 30 minutes on the water bath, then making the liquid alkaline and boiling until the smell of dimethylaniline has disappeared, after which the liquid is filtered through a small filter. The filter is subsequently washed a few times with water, then opened, spread on the bottom of a porcelain dish and moistened with acetic acid. Finely powdered lead dioxide is then sprinkled over the moistened paper, and, if formaldehyde be present an intense blue color appears. This test can be applied to the detection of formaldehyde in milk by applying it to a distillate of the milk.

For the detection of formaldehyde in beer O. Hehner recommends the following method. The beer is distilled, and to the distillate from a known volume add a drop of dilute aqueous solution of phenol, and pour the mixture upon strong sulphuric acid. If formaldehyde be present a bright crimson color appears. When more than 1:1000,000 is present a white milky zone appears above the red ring.

Lebbin's test, quoted by Allen (*Commercial Organic Analysis*, Vol. I, p. 220), is stated as follows: Boil a few Cc. of the liquid to be tested with 0.05 Gm. of resorcin, to which half or an equal volume of a 50 per cent. solution of sodium hydroxide is added. If formaldehyde is present the yellow solution changes to a fine red color. Analogous compounds showing the usual reactions characteristic of aldehydes fail to give this coloration. The reaction is said to be sufficiently delicate to detect one part of formaldehyde in ten million parts of water.

**Silvering Mirrors.**—M. R. A. and A. H. F.—We have been called upon to describe the process of silvering mirrors in nearly every volume of this journal for some years past. We yield to the request of a new subscriber, and again reprint the process devised by Frank Edel, which has been found to work satisfactorily. In this process two solutions are used, and it is of the utmost importance that the surface of the glass to be silvered should be quite free from the slightest traces of greasy matter before they are applied. To effect the removal of the last traces of grease wash the surface first with ammonia water, then with dilute hydrochloric acid, and lastly with alcohol, care being taken not to touch with the fingers any part of the glass which is intended to be silvered.

### Solution No. 1.

Silver nitrate.....av. oz. 1  
Distilled water.....fl. oz. 8  
Ammonia water.....sufficient

Dissolve the silver nitrate in the distilled water and add ammonia water gradually until the brown precipitate that is thrown down at first is just dissolved. The ammonia should not be added in excess, and to guard against this it is well to drop a small crystal of silver nitrate into the solution after the ammonia has been added; if this causes turbidity the solution is all right; if not, and the liquid remains clear, add more of the salt until a slight permanent turbidity ensues. Then filter through a double paper filter, returning the filtrate until it passes through quite clear; finally make up the bulk to 16 fluid ounces with distilled water. Place this in a clean bottle which has been washed out with distilled water, cork and keep in a cool, dark place over night.

### Solution No. 2.

Rochelle salt.....℥.oz. ¼  
Distilled water.....fl.oz. 10

Having dissolved the salt in the water contained in a porcelain lined dish, heat to boiling; then add 10 grains of silver nitrate and stir thoroughly with a clean glass rod. Apply heat and boil gently for 15 minutes, or until the solution acquires a gray tint. Filter this through a paper filter, passing it through several times until it comes through quite clear; then add enough distilled water through the filter to make the whole measure 16 fluid ounces. Transfer to a clean glass bottle, cork, and keep in a cool, dark place for 5 or 6 hours.

When wanted for use, mix:

Solution No. 1. ....fl. oz. 1  
Solution No. 2. ....fl. oz. 1  
Distilled water.....fl. oz. 4

This mixture is to be poured immediately over the glass which has been previously cleaned and leveled on some firm support. The solution is allowed to remain on



the glass undisturbed until the whole or most of the silver has been deposited, an hour's time being generally sufficient. Then tilt the glass on one edge, rinse off by sprinkling and stand on edge to dry. Lastly, protect with a coat of asphalt varnish.

**Fluid Tolu and Fluid Ginger.**—W. H. G. asks particulars of the methods in use by manufacturing pharmacists for the preparation of soluble tolu and soluble ginger extracts, to mix clear with water and syrup.

The preparation of a soluble tincture of tolu is much less difficult than that of soluble ginger, and the process of the National Formulary will be found to give satisfactory results. The method described in the first issue of the National Formulary gives the quantities in the ordinary system of weights and measures as follows:

Balsam of tolu.....	troys. 1½
Magnesium carbonate .....	gr. 60
Glycerin .....	fl. ozs. 6
Water,	
Alcohol.....	each enough to make fl. ozs. 16

Mix 3 fluid ounces of alcohol with the glycerin and dissolve the balsam of tolu in the mixture with the aid of heat, avoiding loss by evaporation. Add 6 fluid ounces of water and allow the mixture to become cold. Pour off the milky liquid from the resinous precipitate (which is to be rejected), mix it with the magnesium carbonate by trituration, and filter. Lastly, pass enough of a mixture of one volume of alcohol and two volumes of water through the filter to make the whole filtrate measure 16 ounces.

One ounce of this with 15 ounces of syrup makes a syrup of tolu.

**Soluble Ginger.**—The pungency of the ginger rhizome is believed to be due to a non-resinous constituent called gingerol, which is soluble in dilute alcohol; and the constituents of ginger which cause the opalescence when an ordinary tincture is mixed with water are resinous and fatty in their nature. The chief end aimed at in the preparation of a soluble essence of ginger is the removal of these resinous and fatty bodies. Various chemicals have been recommended as deresinizers. Lime is considered most effective, though objected to by some on account of its causticity. Magnesium carbonate is useful, but the essence made with it becomes muddy upon standing, and the magnesia absorbs a great deal of the essential oil. Slaked lime is preferred over magnesia because it requires a relatively smaller quantity of the latter to precipitate the resin, and there is less loss of essential oil.

The kind of rhizome used in making the fluid extract in the first place is an important factor. African ginger, which contains nearly three times as much resin as the Jamaican variety, requires more lime for complete deresinification.

Briefly stated, the lime process is as follows: Mix fluid extract of ginger with its own bulk of water, add finely powdered slaked lime (about 4 drams to the pint), filter after a day; wash the lime with a little diluted alcohol; mix the two liquids. Add 2 or 3 ounces of pumice in moderately fine powder, shake well, set aside until required and filter. This method is an improvement, we think, over the National Formulary process, since the use of pumice alone is not sufficient to remove the whole of the inert resins, fat, etc.

The use of calcium phosphate, precipitated *in situ*, is favored by some for the preparation of soluble ginger, the following being a method providing for its use: Exhaust 24 ounces of bruised ginger with a mixture of 45 ounces of alcohol and 15 ounces of water by maceration and percolation. The product should be 45 ounces. Mix 40

ounces of the tincture with the same of water, add sodium phosphate ¼ ounce, dissolved in boiling water 5 ounces, then calcium chloride ¼ ounce in water 5 ounces. Shake, set aside for 12 hours and filter. Place the filtrate in a still, and distill by a gentle heat 30 ounces, which reserve. Continue the distillation, rejecting the next 40 ounces, and when the contents of the still are cold rinse out with the 30 ounces of reserve. Filter this mixture, and the product is 40 ounces of essence, the aroma of which is improved by adding 20 minims of essential oil of ginger dissolved in alcohol ½ ounce.

A little capsicum is an almost invariable addition to soluble essences of ginger intended for the soda fountain.

**Quince Cream for Chapped Hands.**—M. E. S.—A great variety of formulas for creams of the class named have been printed from time to time in the columns of this journal. The following gives a nice fragrant preparation:

Quince seed .....	dr. 3
Glycerite of starch.....	oz. 4
Boric acid .....	gr. 8
Glycerin .....	oz. 4
Alcohol .....	oz. 6
Carbolic acid .....	gr. 20
Eau de cologne.....	oz. ¼
Oil lavender .....	drops 40
Water.....	enough to make fl. oz. 32

Dissolve the boric acid in 1 pint of water, macerate the quince seed in the solution for 3 hours, press through a straining cloth, add the glycerin, carbolic acid and glycerite of starch, and mix well. Mix the alcohol, cologne water and lavender oil and add to the mucilage, mixing the whole thoroughly. If desired a pale rose tint may be imparted to the resulting jelly by the addition of a small amount of solution of carmine. N. F.

**Solution of Iron Peptonate.**—C. H. G.—The Medical Society of Hamburg gives a formula for this preparation which differs in some respects from any heretofore published. It is as follows:

Syrup of iron peptonate.....	Gm. 125
Syrup .....	Gm. 100
Alcohol .....	Gm. 100
Tincture of orange peel.....	Gm. 3
Aromatic tincture .....	Gm. 1.5
Tincture of vanilla (vanilla extract).....	Gm. 1.5
Acetic ether .....	drops 5
Water enough to make.....	Gm. 1000

The syrup of iron peptonate prescribed in the above is made after the following formula:

Dry peptone .....	Gm. 8
Solution of iron chloride.....	Gm. 174
Syrup .....	Gm. 100

Dissolve the peptone in 100 parts of hot water, and when cool add the solution of iron chloride gradually with constant stirring. Neutralize exactly with 10 per cent. soda solution; decant rapidly and wash the precipitate until the washings fail to give any reaction with solution of silver nitrate. Collect the precipitate on a linen cloth, and drain, then rub it with 100 Gms. of syrup and evaporate on a water bath to a weight of 125 Gms.

Some alternative formulas for the preparation of solutions of iron peptonate will be found in the AMERICAN DRUGGIST for December 10, 1895.

**Nickel-in-the-Slot Stamp Machines.**—S. & Co. request the address of the manufacturers, lessors, or vendors of nickel-in-the-slot stamp machines.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### PREPARATION OF CIRCULARS.

**M**OST of the circulars which reach this department are on the blanket order.

This semi-poster style of circular is an inheritance from the past, a relic of the time when they served the double purpose of poster with which to decorate dead walls, and of a dodger which commonly served to litter pavements.

Large type and abundant display lines were employed in hope of catching the attention of those who ran. Arresting attention was once thought to be the essence of good advertising. Now we know better. Creating an interest in the goods advertised and influencing the judgment of the reader is what must be done. It is necessary to get attention to do these other things, but we find we can get it better by more quiet and respectful methods, and that thus secured there is a better opportunity to hold attention and secure a hearing for the facts we have to relate. Circulars should be so constructed as to get near people; they should get attention by their attractiveness and readable appearance. It is easy to make a circular look so well that it will command attention. This is chiefly a matter of good paper, proper arrangement of the matter, and neat setting.

#### THE PAPER.

The time has passed when cheap print paper may be wisely used for any circular work that a druggist has to do.

The difference between the cost of print and a good book paper for a thousand circulars of moderate size is not over fifty cents, and it would be advisable to use the better paper if the difference was double this. Your circular is a salesman; what can you expect from it if dressed like a tramp? An endless variety of plain and tinted book, cover and enamel papers are now made between five and eight cents a pound, and it is a waste of money to use anything poorer.

#### THE SIZE.

The large single sheet is out of date for most purposes, and when in doubt it is well to remember that a small page looks more readable, and that a four-page folder costs no more to print than a single sheet circular and consumes less paper than a single sheet printed on one side. People will read a four-page folder or an eight-page booklet when they would not read at all the same amount of matter massed on a single sheet or page.

#### THE TYPE.

The rule for good typography is to use not over three styles of type in any job—two is better. Different sizes of the same face can be used, but restriction to one face for display and one for the body matter will result in a simplicity and harmony that will appeal to anybody, no matter whether he knows anything about printing or not. The use of modest paragraph headings which will epitomize the sense of the paragraph should be distributed through a circular of any length. They have a tendency to stimulate the interest of the reader and lure him along. Large type is seldom necessary in a circular. Matter looks most readable when the size of the body type approximates that which people are used to in their reading. The

sizes commonly used for books and newspapers are best for all circular work where the lines are not longer than two to four inches.

#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Karl O. Cyrus, Bridgeport, Conn.*

#### MARKED IMPROVEMENT.

##### EDITOR BUSINESS BUILDING:

Inclosed please find a series of ads which please enter in prize competition.

The last ads I entered were pronounced good; but, as you stated in your criticism, would have been improved by bolder head lines. I saw at once that you were right, and have changed my ads from two inches double column to four inches single, and have used prominent headings. The returns have been very satisfactory.

KARL O. CYRUS.

Bridgeport, Conn.

The ads show great improvement in display. I doubt if any reader of the paper gets away from them. They have unusual prominence because surrounded on

## Lumbago

SCIATICA, NEURALGIA and other painful diseases often continue for weeks and in many cases internal and external remedies seem to have no effect in alleviating the pain.

### The Cyrus Plaster

gives immediate relief in these diseases—in fact, it has proven itself a specific in these ailments and gives relief when everything else seems to fail. One trial will convince you that THE CYRUS PLASTER is better than any other plaster on the market. THE CYRUS PLASTER is for sale only at

●●●●●●●●

## The Cyrus Pharmacy

415 FAIRFIELD AVE.

NEAR COURTLAND ST.

One of the Prize Advertisements.

three sides by pure reading matter, and on the remaining side by the margin of the paper. There is some chance for improvement in construction of the ads. Those sent contained a rather large proportion of "theys" and "thems." In the second sentence of the Back Ache ad the use of "they" confuses the sense. Better repeat the subject in such cases in order to avoid obscurity.

✱ ✱ ✱

#### ON THE FRONTIER.

##### EDITOR BUSINESS BUILDING:

We are located in a town of about 800 people in a sparsely settled part of the State. The county covers an area of 5,668 square miles, and the population in 1890 was 6,428, the principal industry being cattle raising.

There are three good stocks of drugs and three smaller ones in the county, with numerous "inland" stores handling patents. What would you suggest as the best method of advertising?

"G. A. C."

The essential feature of a proper advertising campaign anywhere is to reach all the people at frequent intervals. To have something definite to tell them and to

never let up on them. I doubt if this store's radius of trade extends to the limits of the county, which is somewhat larger than the State of Connecticut. It will be well to determine in the start just how large the territory is from which it is reasonable to expect trade and then try to reach everybody in it. In the East 6,500 population would mean not over 1,600 families. In this locality the proportion of men is doubtless large, but I should judge that a list of 2,000 names would practically cover the field. I

## BACK ACHE

is quickly relieved by using The Cyrus Plaster. This plaster combines in one the medicinal properties of several well known plasters and will relieve pain when they fail. Ask some of your friends, many of them have used them and recommend them to their friends. For sale at

**The Cyrus Pharmacy,**  
253 FAIRFIELD AVE.

NEAR COURTLAND ST.

Your druggist will get  
them for you.  
One of the Prize Advertisements.  
The Prize Advertisement.

find that in this gentleman's town two newspapers are published. It looks as though they must have a pretty general circulation or they could not exist in so sparsely settled region. Whether they have or not, they have some circulation, and it has a value for the advertiser. Any paper is good to the extent of its circulation, and can be used profitably if space is purchased for what it is worth. These papers will probably take care of the advertiser's town and immediate locality pretty well. Beyond this, regular circular advertising will have to be relied upon. It should be possible by various methods to compile a mailing list of about all the people in the region who would be worth going after. With such a list and the newspapers, persistent use of space and circulars should be effective, as they are everywhere else.

With present knowledge of the matter I should recommend a good sized space in the weeklies, changed regularly every week; this to be supplemented by the publication of a circular at least once a month, this circular to be mailed to as complete a list as could be secured of the residents of the county outside the town. Where you know that persons on the list received the papers regularly they could be eliminated, but it would probably pay to have both forms of advertising reach these. If the expense of the campaign was greater than the business could stand in the start, less space and circulars at less frequent intervals might be necessary. But whoever is reached should be reached persistently and regularly to insure results.

IN PORTLAND.

Two examples of Portland, Maine, drug advertising are shown. Portland is quite a center for good advertising in all lines of trade, and the drug fraternity keep up their end. These two ads are about neck and neck as to merit.

The Schlotterbeck & Foss Co. have a trifle the best of it on display. The heading of the Hay ad should have been in bolder faced type.

### SMOOTH HANDS

For 15c. a Month.

This is the price of a two ounce bottle of HAY'S BENZOIN LOTION, and its use without exception results in the cure and prevention of chapped skin. It contains a little of the acid of lemon, which corrects the drying effect of soap and you know how healing benzoine is. It is free from stickiness or grease.

HAY'S PHARMACY,  
Middle St.

### Good Chest Protectors

keep out the cold but don't heat the blood to a point where colds are easily caught. All others are shams. Wear our Good Chest Protectors, and you'll be chill proof. 50c. up to the Chamois Lined Jackets.

Schlotterbeck & Foss Co.

Established 1866.

Prescription Druggists.

### PRICES WOULD HELP.

J. R. Cajacob, Little Rock, Iowa, sends samples of holiday and cough sure advertising. Both ads are well constructed. The printing is not good, but the fault for that lies elsewhere.

The holiday ad is upon game boards, and is weakened by the absence of any prices. The cough cure ad has the same fault. Price is part of the necessary information in most advertising and advertisers should realize that the lack of it may lessen results. There are plenty of people who might buy a bottle of cough cure if they knew it was 25 cents, but do not care to pay 50 cents or \$1, and hesitate to ask for it because they fear it may cost the higher price.

### What They Do.

An Illinois druggist has letters appropriate to each event, and sends them to all new arrivals in this town, to new telephone subscribers, to newly wedded couples, and to the parents of new babies. Just what he says on all these occasions I am not informed, but I judge that to the first two classes at least such letters could be made to do some good.

A Wisconsin druggist further elaborates the old scheme of publishing an ad on perfume and spraying on the ad some of the odor mentioned, by using a separate space to call attention to the ad as follows. "A small portion of this newspaper is perfumed. Can you find the spot?"

One man I know uses a red label on his cough cure. In a recent issue of his paper he had an ad on the subject leaving blank space at the side of the ad on which the label was pasted as the newspaper came from the press. The red label was of course very conspicuous in contrast with its surroundings, and the ad attracted a great deal of attention and comment.

## AMERICAN BUSINESS BUILDERS.

**W**E present herewith a portrait of one of the most successful Business Builders in the drug trade, Charles E. Marble, who plans and executes the advertising campaigns of the Liquid Carbonic Acid Manufacturing Co. What Mr. Marble has done is already well known, and it will prove of interest to many to learn how he does it. This he tells below:



**I**T must be borne in mind that this is a line of building which is not done with the carpenter's saw and hammer, or with the trowel and plummet. On the other hand, a business cannot hope to succeed which is not built "on the level."

Advertising has come to be recognized as an indispensable adjunct, and it is generally conceded that it is absolutely impossible for any business to grow beyond circumscribed local lines, except by the judicious use of printers' ink. And in this connection it may be well to remark that all advertising is good advertising, but some advertising is better than other advertising.

Advertising is not a new art, for we find the following in Numbers XXIV: 14: "I will advertise what these people will do to thy people in the latter days." Advertising is defined as "the art of giving information to the public," and the intelligent advertiser must needs keep this thought constantly in mind.

No matter how attractive the advertisement may be from an artistic standpoint, from typographical display, or from its illustration, except it contains information which the public is in need of, it will be flat, stale and unprofitable, and without result from a business point of view. It is well to remember always that the trade needs you as badly as you need them, and that good advertising is simply the means of bringing the buyer and seller together.

In the building of a business whose foundation shall be upon the everlasting rock, and not upon the sand, it is absolutely necessary to always live up to your ads, and never disappoint a customer under any circumstances. "You can fool part of the people all the time, you can fool all of the people part of the time, but you cannot fool all of the people all of the time." Abe Lincoln said this, and he knew!

An advertiser, to accomplish the best results, must be enthusiastic, and must have the faculty of imparting that enthusiasm to the trade through his ads. In order to do this effectively he must feel that his house is back

of him for all they are worth, and that the things which he exploits are just exactly as he says they are.

In the twentieth century, when the best art of the times is brought to bear upon the production of attractive, business building advertising, when the genius of the type-cutter, engraver and printer tend to produce the most handsome and catchy effects, it is no small matter to be able to produce a remarkable advertisement.

The advertising man should be a specialist, and should read up on his own line, so as to be thoroughly conversant with his own goods, and should then put himself as far as possible in the buyer's place and imagine what would appeal to him most powerfully. I think far and away the most important office of an ad is to catch the eye. When once you have the attention of the reader it is comparatively an easy matter to sharpen your argument and drive home the nail and clinch it on the other side. Your ad should say very emphatically: "Stop a minute. We have something to say which concerns your welfare."

Another doctrine which has been preached unremittingly is that of brevity. Brevity is not only the soul of wit, but also the soul of a good advertisement. Busy business men have not the time to wade through columns of tedious reading matter. In this connection the value of a good picture should not be underestimated. The eye will often take in through a picture instantly that which it might take a column of solid nonpareil to tell.

This reproduction of an ad which I have used in the trade journals will illustrate my meaning, I think, most



thoroughly, and the ad tells its own story. This particular advertisement has been copied and adapted by numerous houses East and West, and has received much favorable comment. The treatment is exceedingly simple. The thought which is sought to be conveyed cannot be misapprehended.

Remember that one thing which brings success in advertising is keeping everlastingly at it, and that your lapse is your competitor's opportunity. Never allow the public to think that you are dead, or have temporarily crawled into your shell. Tell your story "in season and out of

season," "line upon line, precept upon precept," and do not undervalue repetition. An oft told tale sticks in the mind. The same old truth may be given attractive new dresses, and may be served with a new sauce in an acceptable manner.

Your strife should be to make people talk about you, and in order to accomplish this end you must do unusual things. Your ads must look wholly unlike other ads which appear in the same mediums. In other words: "Do not let the other fellow set the pace."

Advertisers are born, not made; and they should be men of great imagination and able to turn every day happenings into ideas to stimulate the sale of goods. Fortunately ideas are not lonesome, and never lack company. They are born twins and triplets, and oftentimes one good idea gives birth to scores of others. The old shot gun method is rapidly dropping into "inocuous desuetude," and rifle practice is more generally indulged in. To-day the advertiser is after individuals, and realizes thoroughly that "many a mickle makes a muckle." Various "follow-up" systems have been devised, and are in use by our best houses throughout the country, and are invaluable.

The best advertising in the world, if left to shift for itself, will accomplish little good. It is the "open door" through which the salesman is enabled to enter into the confidence of his trade, and any house which seeks to perpetuate itself should strive to do so in the affections of its customers. If you will earn the confidence of your trade they will never disappoint you.

I think without doubt that of all the money expended for advertising much more than half literally goes to waste. The study of the advertising man should be to confine himself to the mediums which get directly at the people he is after as far as possible, and in advertising to the business public generally there is no medium so efficient as the respectable down-to-date trade journal.

In the limited space accorded here, one can do little more than touch on the most important points. This I have tried to do, and as I have been benefited by the thoughts of others in like articles, I trust sincerely that these few words may be of some little value to the advertising fraternity.

### Break in the Price of Rubber Goods.

The Association of Manufacturers of Druggists' Sundries has failed in its efforts to maintain prices on certain lines of goods, owing to the operations of an outside manufacturer, and certain articles, such as rubber bands, are now selling on an open market at a big cut from previous prices. While dealers generally have been notified of the revised range for rubber bands, no notice of a cut in the price of hot water bottles, ice caps or rubber syringes has been sent out. It is generally understood, however, that the fight to maintain prices on these goods has been given up and jobbers are free to offer independently of the association agreement.

The break in prices is generally regretted by the leading jobbers, who blame the association for the new competition and consequent demoralization of prices. "The price of rubber bands was placed 10 or 15 per cent. too high when the new scale went into effect," said a local jobber to a representative of the AMERICAN DRUGGIST. "If the figure had been placed reasonably low at the start there would have been no competition now from outside sources."

### Meeting of the Missouri Board.

The Board of Pharmacy for Missouri held a meeting at Jefferson City, Mo., Monday, January 14, 1901. Fourteen applicants were examined, and the following having made the necessary marks were granted certificates: Otto Baepler, Concordia, Mo.; Scott A. Cotrell, Schell City, Mo.; W. H. Gast, St. Louis, Mo.; A. B. Hirsch, Warrensburg, Mo.; Geo. P. Miller, Salisbury, Mo.; Frank McPherson, Ash Grove, Mo.; S. F. Reed, Cowgill, Mo.; H. B. Reinhardt, Higginsville, Mo.; J. A. Snider, Marshfield, Mo. The next meeting will be held at the Kansas

City College of Pharmacy, 710 Wyandotte street, Kansas City, Mo., April 8, 1901. Communications for the Board should be addressed to Aug. T. Fleischmann, secretary, Sedalia, Mo.

### The Reduction in the War Revenue Tax.

Action has at last been taken on the war revenue bill. On February 6 the House bill to amend the act was considered in the Senate. The substitute report from the Senate committee on finance was read in full, Mr. Aldrich's amendment modifying the paragraph as to patent medicines by also exempting perfumeries and cosmetics meeting with so much antagonism that Mr. Aldrich withdrew it.

An amendment was then offered to add to the exemption as to patent medicines a provision that un compounded medicines on which the tax has been once paid shall not be further taxed after they are compounded, unless such preparations are patented. This was agreed to.

Many other amendments, of importance to other trades and commercial interests, were then offered and opposed or approved of. Finally, the bill was reported from the Committee of the Whole to the Senate, and after an amendment by which it was expected to substitute an income tax for the war tax and repeal the latter, was rejected, the Senate substitute was agreed to, and the bill as thus amended will pass without a division.

The real effect of the reduction made upon taxable medicinal preparations by the Senate bill will be as follows: It will cut the rate on proprietary medicines from 2½c. per \$1.00 of actual price to 1c. In spite of the exemptions provided for preparations compounded according to formula in the U. S. Pharmacopoeia, etc., and preparations which bear upon their labels the correct formula for compounding, etc., there will be no material reduction in the class of taxable preparations. Under the new law the retail druggist can do no more than he could under the old, that is, put up his preparations with plain labels bearing simply the name of the remedy and the maker's name—unless used in the proprietary or possessive form—without the payment of tax.

Besides this the Senate bill will result in the taxing of large quantities of goods now exempt. A large number of foreign patented articles, including the German synthetics, will also be taxed. The products of manufacturers who have built up a trade by selling substitutes for well-known proprietary goods will undoubtedly also come under the law, as the manufacturers will find it to their advantage to pay the reduced tax.

The following letter regarding changes in the stamp tax is being sent out from the office of the National Association of Retail Druggists:

Dear Sir.—The Senate Finance Committee has refused to recommend the House Revenue Reduction Bill, which provided for total repeal of the stamp tax on medicinal and toilet preparations. Instead of total repeal the Senate Committee has reported a substitute bill, which leaves the present heavy tax of 2½ per cent. upon toilet preparations, etc., and merely reduces the rate of tax on medicinal preparations to 1 per cent. Even with a reduction of 1 per cent. all the vexation and annoyance of canceling and affixing stamps, and of the constant supervision of the drug business by Government officers will remain.

Please write to your Congressman and urge him to stand fast for the total repeal of this tax, as provided in the House bill. If the Senate passes the bill recommended by its Finance Committee the matter will then go to a conference committee, where the difference between the two houses will be finally settled. It is very important that your Congressman should resolutely maintain his position in favor of total repeal. In your letter be sure to set forth not only the injustice of this tax, but also the petty annoyance and vexation of affixing and canceling innumerable stamps for trifling sums, down to one-twentieth of a cent. Protest also against the injustice of continuing the 2½ rate on toilet articles, etc.

This matter will soon be settled one way or the other, and what you do should be done, if possible, the same day you receive this letter.

### William Annear No. 2 in Trouble.

Philadelphia, February 7.—A man who claims his name to be William Annear was arrested on February 5 on charges by the United States Postal authorities of using the mails to devise a scheme to defraud. He was given a hearing and was held in \$1,200 bail for his appearance on the 14th of this month. It appears that there is another William Annear in this city who for many years has conducted an upright and up-to-date oil and drug house at 57 North Second street.



### The N. A. R. D. Plan.

During the past fortnight there has been one meeting of the joint conference committee of the local pharmaceutical associations, to hear reports on the operation of the N. A. R. D. plan, and another one is scheduled to take place this Monday (February 11) afternoon at the New York College of Pharmacy.

In conversation with an AMERICAN DRUGGIST representative Prof. William C. Anderson, president of the National Association of Retail Druggists, expressed himself as more than pleased with the present condition of affairs and the prospects for the future. "Everything is moving along nicely," he said, "and the reports at the meeting of the conference are sure to be rosy. A number of the concerns that have been put down as aggressive cutters have already been taken off the list. They have seen the feasibility of the druggists working together on a plan such as this is and have realized that it is for the benefit of all to maintain prices. Consequently they have joined us in the movement. An odd feature of the success of the plan is that it has resulted in the springing up all over Brooklyn Borough, at least, of a number of little ward organizations of druggists. Pharmacists who, although located quite near each other, have never had even a nodding acquaintance, now fraternize, while others who have not seen each other for years have renewed old acquaintance. These little ward organizations consist of some 20 or 30 druggists with regular officers, and, unlike a great many other organizations of the kind, they do not consist of a certain percentage of the druggists in one ward or district, but of all of them. I hear that similar organizations have sprung up in Manhattan Borough as well, and I think it augurs well, not alone for the success of the N. A. R. D. plan, but for the future of the profession as well."

Misrepresentation regarding the efforts of the retail druggists to prevent price cutting was a foregone conclusion, so that the following from the big Sunday advertisement of one of the department stores will probably cause a smile to creep over the face of the reader, especially the reference to big profits:

The retail druggists have formed a combination to prevent price cutting. Druggists are brought up on the big profit plan—that's the only way they are taught to do business—that's the only way they know.

The agreement—which, as we hear, has received the signatures of 99 per cent. of all the druggists in Greater New York—compels each member to adhere strictly to a certain arbitrary percentage of profits, and expects you to submit peacefully.

You would have to, were it not for the Big Store and a few other up-to-date establishments—and to give you an idea of what these differences between our prices and the retail druggists' amount to we name a few goods covered by their new agreement:

	Makers' List Price.	Drug Stores' Lowest Price.	Our Price.
Carter's Little Liver Pills,	25	20	13
Ayer's Hair Vigor,	1.00	85	74
Paine's Celery Compound,	1.00	85	72
Lydia Pinkham's Compound,	1.00	85	69
Gude's Pepto-Mangan,	1.00	85	74
Wampole's Cod-Liver Oil,	1.00	85	71
Scott's Emulsion, small bottle,	50	45	35
Scott's Emulsion, large bottle,	1.00	85	65
Syrup of Figs,	50	45	34
Omega Oil,	50	45	37

### Jersey Druggists Take Action on N. A. R. D. Plan.

At the recent meeting of the Jersey City Druggists' Association, it was unanimously agreed to request the resignation of Eugene Hartnett, vice-president of the organization. The reason for this action is said to be Mr. Hartnett's position as an "aggressive cutter" and his declared opposition to the price-list of the association.

Chairman Gallagher, of the Executive Committee, gave an excellent report of the work done by the committee. He suggested that the schedule be amended to conform with the schedule adopted by the Joint Conference Committee in New York, and it was so ordered. The association voted the Executive Committee a \$2 assessment on each of the forty members for contingent expenses.

The resignations of J. A. Zabriskie and George Bower were accepted, and William Buchbinder was elected to membership. Treasurer Levering reported receipts of \$48.50; expenditures, \$21.20; balance on hand, \$27.30. The question of meeting oftener was discussed and resulted in a decision to hold the next meeting February 18.

### Druggists Protest Against Bell Bill.

The great publicity which was given to the Bell bill through the editorial denouncement of its provisions in the preceding number of the AMERICAN DRUGGIST, and other means, served to concentrate the attention of all three branches of the drug trade upon the measure, and a meeting was called at the rooms of the Board of Trade and Transportation to take action against its passage in the State Legislature. The meeting was a large and representative one, among those present being Col. E. W. Fitch, of Parke, Davis & Co., who presided; Herbert B. Harding, of the Humphreys' Homeopathic Medicine Co.; A. H. Kennedy, of the C. N. Crittenton Co.; H. B. Platt, of the Platt's Chlorides Co.; B. P. Cooper, of the R. T. Booth Co.; Abbott Loring, of Loring & Co., Limited.; W. F. Hall, of the Alcock Mfg. Co.; F. E. Himrod and W. J. Pinckney, of the Himrod Mfg. Co.; J. F. Hiscox, of the Hiscox Mfg. Co.; Peter Dougan, of the Ripans Chemical Co.; Stephen Britton, general manager of the Abbey Effervescent Salt Co.; C. W. Griffith, of Scott & Bowne; F. W. Robinson, of R. W. Robinson & Son; M. Wineburgh, of the Omega Chemical Co.; C. S. Smith, of the Packer Mfg. Co.; L. B. Bryant and F. S. Bruen, of Pond's Extract Co.; O. H. Jadwin, F. Hiscox, of Hay Specialty Co.; H. J. S. Hall, of Hall & Ruckel; A. N. Drake, of the R. T. Booth Co.; C. S. Smith, of the Packer Mfg. Co.; Dr. Henry C. Loris, of Seabury & Johnson; Albion L. Page, president of the Vapo-Cresolene Co.; Felix Hirseman, president of the New York State Pharmaceutical Association; George Kleinau, of the New York Deutscher Apotheker Verein; Dr. A. L. Goldwater, president of the Greater New York Pharmaceutical Society; Wm. Muir, chairman of the Committee of Legislation of the Kings County Pharmaceutical Society; George H. Hitchcock, treasurer of the Manhattan Pharmaceutical Association; J. Weinstein, president of the New York Retail Druggists' Association.

The call for the meeting was read and particular attention was called to that portion of the bill which provides: "Any person shall be regarded as practicing medicine within the meaning of this act who shall prescribe, direct, recommend or advise, for the use of any other person, any remedy or agent whatsoever, whether with or without the use of any medicine, drug, instrument or other appliance, for the treatment, relief or cure of any wound, fracture or bodily injury, infirmity, physical or mental, or other defect or disease." Colonel Fitch referred to the sweeping character of the proposed legislation, and said earnest efforts should be made to prevent its enactment.

Among others who spoke on the bill were Felix Hirseman, G. H. Hitchcock, Wm. Muir, H. B. Harding, Geo. Kleinau and H. B. Platt. It was pointed out that if passed this bill would drive proprietary medicine manufacturers out of business by preventing them advertising their goods, or the public recommending them, and would prevent the manufacture of any proprietary remedies unless compounded by a registered physician; that the bill prohibits a person from giving advice to another to use even the simplest kind of remedy, and would open the door for blackmail and persecution; that while the intention of the measure was perhaps a worthy one, the bill as introduced was altogether too sweeping, and that Mr. Bell, who introduced it, had doubtless been misled in the matter. The proprietary medicine interests would be particularly affected by its passage. The bill was considered by some of those present as "too absurd to talk about." In reply to this statement it was argued that there was great danger in supposing that the bill would not pass because of its absurdity; that similar bills, notably the "Poison Bottle bill," which last year passed both the Senate and Assembly and almost became a law, notwithstanding that they were equally absurd measures.

On motion of Wm. Muir, of the Kings County Pharmaceutical Society, the following resolution was unanimously adopted:

Resolved, That this meeting, representing to a large extent the manufacturers of proprietary medicines in this State, the retailers and jobbers of drugs and medicines and allied interests, do most strenuously protest against the passage of Assembly bill No. 167, introduced by Mr. Hal. Bell, as being an unwarranted interference with the right of individual action; as dangerous to the large interests we represent, and calculated to destroy such interests; as contrary to public policy and unnecessary and uncalled for, and mischievous in its effects.

A committee was appointed to attend the hearing on the bill before the Committee on Public Health at Albany the following day, when arguments were presented against the proposed measure. The introducer of the bill has, however, amended it by adding a clause making its provisions non-applicable to the retail drug trade, so the object of the protest has been practically achieved.



When Assemblymen Bell's bill, designed to prohibit Christian Scientists from practicing the healing act in this State, but which really affects the business of pharmacists and proprietary men much more seriously, came up for hearing at Albany on February 6, there were in attendance many prominent lights in the drug world.

Among them were Felix Hirseman, president New York State Pharmaceutical Association; William Muir, chairman of the Legislative Committee of the Kings County Pharmaceutical Society; G. H. Hitchcock, chairman Legislative Committee of the Manhattan Pharmaceutical Society; George Kleinau, chairman of the Legislative Committee of the German Apothecary Society of New York; W. H. Walter, president of the National Wholesale Druggists' Association; William F. McConnell, secretary of the Drug Trade Section of the New York Board of Trade and Transportation, and F. E. Himrod, Stephen Britton and S. B. Ayres, a committee representing the proprietary medicine interests.

If these gentlemen had expected to wax eloquent against the bill they were robbed of the opportunity by the author of the bill, who opened proceedings by offering amendments to the bill, meeting the objections of the pharmacists, proprietary medicine interests and opticians, so that the latter withdrew opposition and the opponents of the bill heard, aside from the Christian Scientists, were the Osteopaths. There will be more hearings.

The amendment which appeased the feelings of the druggists and proprietary men reads as follows:

"The construction of this article is that any person shall be regarded as practicing medicine within the meaning of this act who shall give treatment to any other person, by the use of any remedy, agent or method whatsoever, whether with or without the use of any medicine or instruments or other appliances, for the relief or cure of any wound or fracture, bodily injury or infirmity, physical or mental disease."

#### Legislation in Missouri.

St. Louis, February 5.—It begins to look as though the druggists of this State would get their pharmacy law fixed up in fairly good shape before the Legislature adjourns. Bills have been introduced in both branches which provide for the repealing of that clause which allows physicians to register as pharmacists upon their medical college diplomas. A. Brandenberger, of Jefferson City, is looking after the bills and reports that there are very good prospects of their going through. He is a member of the Board of Pharmacy and has had considerable experience in securing pharmacy legislation. Heretofore the physicians of the State have always opposed the pharmacists when they endeavored to secure legislation. Now they are endeavoring to secure the passage of a bill which will require all persons desiring to register as physicians to pass an examination before the State Board of Health. They realize that the influence of the pharmacists will materially help them in carrying their point and have signified their willingness to assist the pharmacists, providing the favor will be reciprocated.

#### Kentucky Board Examination.

At the regular quarterly meeting of the Kentucky Board of Pharmacy, held at Bowling Green, January 8 and 9, fourteen applicants were examined, of which ten passed: E. G. Fernow, Louisville; W. J. Gilbert, Paducah; F. W. Hinkle, Louisville; J. W. McTeer, Louisville; O. M. Mocquot, Paducah; Matt. B. St. John, Bristol, Tenn.; S. R. Sneed, Georgetown; G. H. Uphaus, Louisville; A. B. Wallace, Paducah; S. D. Yongue, Murray.

The next examination will be held in the City Council chamber of Louisville, beginning at 9 o'clock Tuesday morning, April 9. Applicants should have applications in the hands of the secretary of the Board, J. W. Gayle, Frankfort, ten days before that time.

"The Open Door to Success" is the title of a dainty little booklet written by Jesse L. Hopkins, of the firm of J. L. Hopkins & Co., importers and drug millers, of 100 William street, New York City. Mr. Hopkins presents here "a few observations noted down for the benefit of my son," and in publishing them he confers a service, for his observations, while not startlingly new, cannot but prove helpful and encouraging to any young man who will study and act upon them. The little volume is gotten out in a delightfully dainty and artistic manner, which shows that the business man, the artist and the philosopher are not incompatible—in fact, may be combined in one person, and that, as the many friends of Mr. Hopkins can testify, a most delightful one.

## OBITUARY.

### Hans M. Wilder.

On January 25 Hans M. Wilder dropped dead in the library of the American Philosophical Society, 104 South Fifth street, Philadelphia. Mr. Wilder was one of the best known pharmacists in this country, and, while for a number of years he had been out of the drug business, he had, however, kept in touch with the profession. He was one of the most learned men in the profession and had assisted in preparing many scientific books. His life during the past twenty years had been devoted to scientific researches. While in his seventy-seventh year, he was still vigorous.

Hans M. Wilder was born in Denmark and graduated from a college of pharmacy in that country. While still a young man he came to this country. Subsequently he was elected an honorary member of the Philadelphia College of Pharmacy, and later started in the drug business at Fifth and Poplar streets. He sold this store out to Dr. L. P. Reimann about twenty years ago, and since then had been mostly engaged in writing papers for scientific journals, making catalogues of exhibits and arranging scientific displays. He was reticent concerning his former life and never spoke of his family, which led many to believe that he was the disinherited son of a nobleman. While of recent years he had led the life of a recluse, he was to those whom he trusted a fluent talker and could converse on any subject. He had been in this country about forty years, and in that time had been engaged in business with many of the leading drug men of the United States. Besides conducting a drug store here, he at one time worked in Jamaica as well as in a number of the South American States. His principal work here has been original researches and translations.

He compiled a digest of criticisms of the United States Pharmacopoeia for 1880, 1890 and 1900 for the chairman of the Committee of Revision. His "list of tests" was the first thing of the kind completed, and he also prepared a book of drug labels similar to that of Lochman. He arranged and compiled a catalogue of the coins in Memorial Hall, and arranged the antiquities in that building. He arranged the archaeological collection in this museum, and has from time to time assisted in properly arranging and cataloguing books. He was engaged for some time in arranging the archaeological collection in the museum of the University of Pennsylvania, and during his life he did a large amount of work in connection with the United States Pharmacopoeia.

Mr. Wilder was one of the best numismatists in the country and he could speak at least eight languages. His knowledge of Turkish and Arabic was such that he was much sought for to give expert opinions on rare coins and works. He spoke fluently Danish, German, French, English and Italian, and six weeks before his death he began the study of Chinese and Japanese. While he was a great scientist, he was a frequent reader of light works and his ideal was Dumas' "Three Guardsmen." This book he translated into every language he spoke. He never used text books to learn a language and he was deeply interested in Dumas and that period of French history which the book refers to.

His extreme reticence seemed to be due to the fact that he was very hard of hearing, and being very sensitive, he would not join in a conversation for fear that he might not understand. He was always willing to grant favors, no matter who might ask him, and it is said he was as free with his knowledge as a spendthrift is with his money. He was not a business man and did not care for money. He sought knowledge, and while many men of the country have been peculiarly benefited by his brains, he died poor at the last.

A gentleman who was quite intimate with Mr. Wilder said: Everybody that knew him regarded his threats of suicide as a joke and they were not seriously taken. He was a writer for many pharmaceutical journals as well as other scientific papers. He helped the curator of the University of Pennsylvania in arranging the exhibits, and for a while helped Professor Malsch on his work on materia medica, and took great delight in collating observations from various journals. He has assisted almost every compiler of text books on chemistry, pharmacy and materia medica in the country. After he gave up the drug store he was connected with Stearns & Co., of Detroit, for three years, when he came back to this city and never afterward was away for any length of time."

Although he sold out his store at Fifth and Poplar, he always clung to that neighborhood. At his death he lived at 531 North Third street.

Altogether Mr. Wilder was a unique figure in pharmacy.

## GREATER NEW YORK.

A fourteen months' cruise on his new yacht is planned by Commodore I. E. Emerson.

D. G. Hilliard, of Linden, N. J., is refitting his drug store at a big expense.

The regular monthly meeting of the Kings County Pharmaceutical Society will be held to-morrow, February 12.

The Nicolai Drug Company of Brooklyn is a new corporation capitalized at \$2,000. Directors—P. F. Lenhart, Paul Nicolai and A. F. Lenhart, Brooklyn.

The first examination by the All-State Board of Pharmacy was held on Wednesday, January 16. There were thirteen candidates.

The Carroll Drug Co., at Passaic, N. J., is planning extensive alterations that will cost several thousand dollars, and make the pharmacy one of the handsomest in the county.

Adam Eaglert, a druggist, has been held in \$1,000 bail in this city on a charge of failing to account for money alleged to have been borrowed from his fiancée.

The Richmond Borough Pharmaceutical Association will hold its next meeting at the Crescent Hotel, St. George, Staten Island, this (Monday) evening, February 11, at 9:30.

The schedules of the Holtin Chemical Co., 93 Maiden lane, show liabilities, \$10,125; nominal assets, \$4,947, and actual assets, \$1,000.

The drug store of Wm. Oettinger, of No. 623 Wythe avenue, Brooklyn, was recently entered by burglars and robbed of a small amount.

Julius A. Sachs, druggist, of 180th street and Bathgate avenue, has filed a petition in bankruptcy, with liabilities, \$12,876, and assets, \$2,775. He has been in the drug business eight years and opened the above store in August last.

But one candidate—Henry M. Fertig, of New Rochelle—was successful at the first examination by the Eastern Section of the Board of Pharmacy. There were 13 candidates examined.

A romance in which a Brooklyn druggist figures has just come to light. The pharmacist in question is Arthur E. Raitano, of 343 Smith street, Brooklyn, and to wed him the Countess Ermelinda Califano traveled all the way from Naples and is to renounce her title. The marriage takes place on May 15.

An injunction has been obtained by W. R. Warner & Co. against the Searle & Hereth Co., of Chicago, for infringement of their trade-mark "Pancreo-pepsine," the defendant company's term of "Panco-pepsine" being considered an infringement.

Gustav Brandus, class of '80, N. Y. C. P., in business at Classon and St. Mark's avenues, Brooklyn, was married on January 7, to Miss Lena Bothe. The announcement came as a surprise to his many friends, who have always considered him Cupid-proof.

Announcement has been made of the removal of the offices of the M. J. Breitenbach Co. on April 1 to the ground floor of No. 53 Warren street. The entire building will be occupied by the company, and is now being overhauled and improved to suit their needs.

The Drug Clerks' Circle gave its second annual ball and reception on February 1, at Webster Hall, Eleventh street and Third avenue. There was a large attendance, a concert preceding the dancing. Among those present were a delegation from the Retail Druggists' Association and many members of the senior class of the Brooklyn College of Pharmacy.

At the annual meeting of the General Chemical Co., held recently, a dividend of one per cent. on the common stock was declared, and the following officers elected: President, William H. Nichols; first vice-president, Sanford H. Steele; second vice-president, Charles Robinson Smith; secretary, J. Herbert Bagg; treasurer, James L. Morgan.

Theodore Neiteler, of 343 East Forty-ninth street, a book-keeper employed by the Consolidated Drug Company, of 178 Avenue A, was recently held on a charge of embezzlement preferred by Albert Wurthman, treasurer of the concern. The company charges that he has appropriated to his own use \$2,000 in the last two years.

The drug trade was visited during the past fortnight by Wm. Thompson, of John L. Thompson's Sons & Co., Troy, N. Y.; James Pearson, Toronto, Ont.; Adolph Mack, of Mack &

Co., San Francisco, who is here with his wife and daughter and will attend the inaugural ceremonies at Washington before he returns to the Pacific slope.

The plant of the Mutual Chemical Co., of Jersey City, consisting of ten buildings covering an area 1,000 feet long and 500 feet wide, was destroyed by fire on February 5. About 150 men and boys were employed at the works, which were running day and night. The company manufactured soda, potash and various kinds of chemicals. It is owned by St. Louis men. The loss is estimated at \$50,000.

The hustling abilities of Chairman F. P. Tuthill are being used to great advantage in inciting interest regarding the annual ball and reception of the Alumni Association of the Brooklyn College of Pharmacy, which takes place on the evening of February 13 at the Hotel Argyle, Brooklyn. There is every evidence that the affair will be a success in all respects; the attendance both from Brooklyn and Manhattan boroughs promising to be both large and representative.

Wholesale druggists in this city have been notified of the arrest in Philadelphia of William Annear, who is charged with perpetrating wholesale frauds by assuming the name of a reputable dealer in oils and chemicals in that city. Some weeks ago the real Mr. Annear received bills for large quantities of chemicals which he had not ordered. The headquarters of the other Mr. Annear was found. It was said that drugs worth \$1,800 had been received there. The prisoner was held in \$1,200 bail to answer.

The Holtin Chemical Company, manufacturer of patent medicines, at Nos. 93 and 95 Maiden lane, has made an assignment to Harry L. Leavitt. The deed was signed by C. B. Frazier, secretary and treasurer. Melvin G. Weinstock, the attorney, said that the failure was due to poor collections. The liabilities are \$4,500 and nominal assets \$5,500. The company was incorporated in August, 1899, under West Virginia laws, with an authorized capital stock of \$75,000, of which it was said \$7,500 was paid in in cash.

A verdict of \$500 was handed down by Justice O'Gorman in the Supreme Court in the suit which Edward H. Smith brought against the drug firm of Joseph S. Badour & Co. to recover \$2,500 damages and \$55 medical expenses incurred in the treatment of his infant daughter, Juliet, on the ground that for a prescription calling for 12 tablets of calomel there was substituted a dozen strychnine pills, each containing one-twentieth of a grain. The child is now in perfect health, it was testified.

Ed. G. Wells, of the M. J. Breitenbach Co., New York, is spending a few days at Old Point Comfort, Va. The Hotel Chamberlain, in Old Point, was sold at auction last week, and Mr. Wells, whose joking proclivities are well known, attended the sale, giving out that he was thinking of buying the property for the purpose of converting it into a factory for the manufacture of pepto-mangan. The property sold for \$300,000, which was \$296,000 more than E. G. Wells was prepared to bid, so the great opportunity was lost.

George J. Seabury's name stands high in the list of candidates for the Mayoralty of New York in a straw vote now being conducted by the New York *Tribune*. Each number of the *Tribune* contains a coupon, on which a vote may be recorded, together with the name and address of the voter. Since no person is allowed to vote more than once the large number of votes received by Mr. Seabury is a very substantial recognition of his popularity. Mr. McKesson has also received some votes in the canvass.

Arthur C. Searles, formerly of the firm of La Wall & Searles, pharmacists, Avenue B and Eighth street, has filed a petition in bankruptcy in connection with a real estate business carried on by him. The liabilities are \$419,336 and nominal assets \$22,350, consisting of notes, \$7,350 and a life insurance policy of \$15,000 in force less than a year. Of the liabilities \$153,000 are secured by bond and mortgages, \$160,568 are unsecured. There are also eighteen claims unsecured, the amounts of which are unknown, and \$105,768 of accommodation paper. Mr. Searles was formerly president of the Alumni Association of the New York College of Pharmacy, of the American Sick Benefit and Accident Association, and grand treasurer of the Knights of Honor.

We are in receipt of the following note from the American Soda Fountain Co., successors to John Matthews: "On page 56 of your January 28 issue we notice a statement that the handsome soda fountain of F. W. Kinsman, Jr., Company, Eighth avenue and 125th street, New York, was furnished by the Liquid Carbonic Acid Gas Mfg. Co. This is a mistake, as

the apparatus, counters and all the accessories were furnished by this house. Mr. Kinsman has expressed his satisfaction with the work and advises us that if he had it all to do over again he would not make a change in a single particular. We think, therefore, that we are entitled to the credit for this large installation, and will be obliged if you will kindly make the correction."

Although it was announced that the registration of pharmacists by the State Board would begin on January 14, it was not until the 21st that the necessary blanks were received. Those who called at the offices of the Board at the College of Pharmacy were informed of the state of affairs, so that the first week of the past fortnight was devoted merely to the transcription of names and addresses, the applicants being informed that the necessary blanks would be mailed to them to fill out, together with all other needed information. A point that was apparently overlooked by some of the applicants, although it mattered little in the absence of the printed forms, was that it was necessary that they should bring with them their qualifications and registration certificates.

#### WARNING TO NEW YORK DRUGGISTS

Dr. A. H. Goelet, of this city, asks us to warn druggists throughout Greater New York not to put up prescriptions for morphine or opium under any condition on orders written on his blanks. A patient has recently secured large quantities of morphine by writing for herself prescriptions on the Doctor's blanks and signing them A. H. G., as is his custom. Dr. Goelet advises us that he has not written a prescription for either of the drugs during the past 18 years.

#### LEHN & FINK IN TEMPORARY QUARTERS.

For an excellent example of the energy and executive ability that makes the name of the American business man respected all over the world, the work which Albert Plaut has done toward placing the establishment of Lehn & Fink in line to attend to business the same as usual, despite the losses sustained by the big fire of January 25, stands out in bold relief.

The entire office and stock in the four-story building at 128 William street was entirely wiped out, yet at the temporary quarters at 77 and 79 Beekman street, the usual trade is going on almost as though nothing had ever happened to interfere with it.

Within three days after the fire the firm had begun to ship goods, and in less than a week the new quarters were fixed up with shelving and such other facilities as a bottle washing plant, packing and shipping departments, offices, etc., and a large stock of goods.

When asked as to how the firm was getting on, Mr. Plaut said: "Quite as well as can be expected. There is a double force now working with our new building, and we hope to get into it in about four or five weeks. The firms in our line of trade have been very kind in the extension of trade courtesies and have aided us greatly."

The firm has been the recipient of any number of letters and telegrams from all parts of the country containing expressions of sympathy and good will. They have also received numerous complimentary orders "to be shipped when convenient."

The new nine-story building at 120 William street may be ready for occupancy by March 1. It is a large and handsome building with an ell extending to John street, where the shipping department will be located, while the office will be in the William street end. The new building will be supplied with unsurpassed facilities, and will be a credit to the drug trade and the city. The building is strictly fire proof.

The loss by the fire has been put at \$150,000, and the firm was fully insured. No satisfactory explanation has yet been given as to the origin of the blaze. The stock of Thurston & Braidict was damaged about \$20,000 worth by water and smoke.

#### BOARD OF TRADE COMMITTEES.

Chairman E. W. Fitch, of the drug trade section of the Board of Trade, has named the following committees: Executive—J. H. Stallman, Thomas F. Main, Albert Bluen, Frederick M. Robinson and George Merck. Legislation—John M. Peters, Andrew B. Rogers, Albert Plaut, James G. Shaw and I. Hawley. Membership—Herman A. Metz, Joseph A. Velsor, W. S. Hilber, Edward G. Wells and P. H. Brickelmauer. Arbitration—George M. Olcott, William S. Mersereau, C. E. Tyler, I. Sherwood Coffin and James B. Horner. Manufacturing Chemists—John Anderson, Thomas P. Cook, Henry T. Jarrett, Jacob Kleinhaus and William A. Hamann. Importers of Essential Oils—Francis H. Sloan, Carl Brucker, Christian G. Euler and George Leenders. Manufacturing Pharmacists—Er-

nest Stauffen, William J. Schieffelin, Samuel W. Fairchild, Horatio N. Fraser and George W. Hopping. Jobbing Druggists—Albert Plaut, chairman and one representative from each jobbing drug house in the drug trade section, and Irving McKesson, secretary of the committee. Manufacturing Perfumers—Sturgis Coffin, Henry Dalley, Jr., and Richard M. Colgate. Importers of Drugs and Chemicals—Carl B. Franc, James Hartford, George R. Hillier, Jesse L. Hopkins, Emil Levi, William B. Kaufman and Karl F. Steifel.

#### DRUG TRADE CLUB BY-LAWS

For the purpose of considering certain proposed amendments to the by-laws a special meeting of the Drug Trade Club was held on February 7. The changes adopted exclude Article 2 relating to the Board of Governors, and change the wording of Sections 1 and 2 of Article 7 relating to amendments, repeals and suspensions of the by-laws by substituting the words "at any meeting of the Board of Governors," instead of "at any meeting of the club." It was also decided to amend the by-laws so that the resident membership of the club be limited to all persons whose place of business was within five miles of the city instead of fifty miles. The limit of 300 resident members has been reached, and by the change those nearby may become non-resident members, to which class there is no limit. The date of the annual meeting was changed from the first Monday in October to the first Monday in February, and instead of a quorum being one-third of the entire membership, it is now twenty-five resident members. An amendment to the house rules permits members to give privilege cards, which entitle the holder to two weeks' use of the rooms to persons residing in New York City. Hitherto within fifty miles of the city was the limit.

#### SOCIETY OF CHEMICAL INDUSTRY.

There was a large attendance at the meeting of the Society of Chemical Industry at the Chemist Club on January 25. Considerable interest was manifested in the paper of Dr. E. Hautke on "The Presence of Arsenic in Beer." The subject was treated in a masterly way, the author showing that the products of American origin were absolutely free from arsenic, whereas English samples showed appreciable quantities of arsenic, but in such minute quantities that they could not have injurious effect on the human system.

Dr. Wallerstein, Dr. Martin Waldstein, Professor Coblenz, of the College of Pharmacy; Dr. Pellew, of Columbia University; Dr. Cohen, of Merck & Co., all confirmed the results of Dr. Hautke. Others who discussed the paper were Dr. Wagner, T. J. Parker and Captain Aspinwall, while a letter on the subject was read from Dr. H. W. Wiley, the Government chemist.

Another interesting paper read was that by Jokuhl Takamine on the active principle of the suprarenal gland which he had isolated in chemically pure state.

The reading of other papers was postponed until the next meeting, to take place on February 15.

#### N. Y. C. P. Alumni Dance.

The Alumni Association of the College of Pharmacy of the City of New York celebrated its thirtieth anniversary by a ball (the sixth annual) at the Lenox Lyceum, this city, on Wednesday evening, January 30, and the unqualified success of the affair both as a social function and a reunion of the Alumni was a matter of congratulation to all concerned. The attendance exceeded that of any previous occasion, and the sixth annual ball establishes a new record for the association, giving abundant evidence of its strength and the close fraternal feeling which prevails among the members. Upward of 270 gentlemen inscribed their names on the register, and about 150 couples took part in the grand march. The ball proper was preceded by a concert, which was timed to commence at 9 p. m., but it was nearly 10 o'clock before the first number on the programme was given. The concert consisted of musical selections by the Eighth Regiment Band and a soprano solo by the prima donna, Marie Laurens, which were well received, Miss Laurens being encored repeatedly, and receiving the most enthusiastic applause. The preliminary concert lasted about an hour. A novel and attractive feature was the decorations of the boxes surrounding the spacious ballroom. The two Greek letter societies of the college—Phi Chi and Kappa Psi—occupied boxes to the right and left, respectively, of the music stage, and the names of the societies were worked in white and red roses on a background of ferns, while the Retail Druggists' Bowling Association, the Faculty of the College, the Albion Bowling Club, the classes of 1901 and 1902 and the college officers occupied boxes more or less elaborately decorated. The grand march, which was led off by Charles

## MASSACHUSETTS.

## Pharmacy Law Changes—Measures Affecting Pharmacy—A Board of Pharmacy Examination—To Try the Garst Plan.

H. Bjorkwall and Miss Bjorkwall embraced a number of very graceful and novel evolutions. The dancing was kept up until a late hour, the hall presenting a scene of gayety and brilliancy seldom equaled at any of the numerous society dances of the season. Conspicuously attractive were the unusually pretty costumes seen during the evening, several of the ladies attracting special admiration by their pretty gowns.

All of the arrangements were admirably carried out, great credit being reflected on Fred Borggreve and his colleagues on the Executive Committee by the many cordial expressions of approbation heard on all sides. Charles H. Bjorkwall made a dignified and pleasing floor manager, and much of the success of the dance was due to his tact and polite attention to the comfort of the dancers. He was assisted by Joseph Pierson of the class of '96. The Floor Committee consisted of: H. F. Ahrens, '97; M. A. Auerback, '94; J. J. Brooks, '96; F. W. Brown, '99; N. Cohn, '97; B. F. Dauscha, '95; Geo. Decker, '98; Geo. J. Durr, '95; Chas. Friedgen, '97; J. B. Foster, '95; C. G. H. Gerken, '96; W. P. Gregorius, '96; H. A. Graesser, M.D., '89; Rudolph Gies, '95; W. A. Hoburg, Jr., '93; G. P. Hermes, '99; A. Imhof, '99; Martin D. Jewel, '00; J. Kalish, '73; Chas. A. Lotz, '00; E. P. Lant, '98; John J. Maffia, '98; D. Master, Jr., '73; Theo. Miller, '83; John Oehler, '79; C. S. Pfister, '92; Arthur C. Searles, '86; Alfred Stover, '83; S. S. Shears, '97; R. H. Timmerman, '96; J. Tannebaum, M.D., '94; C. R. Tyler, '97.

## Business Brisk in Rochester.

Rochester, February 5.—The drug trade is exceptionally good. Business is looking up all along the line, and the worthy apothecary smiles peacefully as he closes his books and locks the safe at the close of a busy day, thinking that now he can gratify a long felt wish of his heart and raise the office boy's wages.

Indeed, things are brisk. The outer door is constantly on the swing to admit the suffering, sneezing, coughing, grip-ridden public, who throng the drug stores in search of alleviation and cure. And the good apothecary's mind is filled with sympathy—and other things—and the drug clerks rush all over each other in their efforts to afford relief to the plague stricken populace. History gives no parallel to this last phase. Whoever knew anything to accelerate the motions of the deliberate dispenser of drugs unless it was a fire across the street, or the entrance of an exceedingly pretty girl?

There is the usual demand for proprietary remedies, and the physicians are apparently busy, judging from the number of prescriptions handed in.

Rochester has, of course, its usual epidemic of grip, but the disease, while it is no respecter of persons and visits impartially the just and the unjust, does not appear to assume as severe a form as in other years. There has also been an attempt to frighten timid persons with the smallpox bogey, but thus far it does not take. Then a little diversion was gotten up in the form of a rabies panic, but, although the "dogs delight to bark and bite," no one has been badly hurt by this particular scare.

## NEW YORK STATE ITEMS.

The drug store of O'Rourke & Hurley, at Troy, was badly damaged by fire on January 30.

Bolton & Seeber Drug Company, of Watertown, N. Y. Capital, \$5,000, and directors, Edgar Seeber, Lucy M. Bolton and Flora Seeber, of Watertown.

John A. Ross, a popular New Rochelle druggist, has become the manager of the pharmacy of the late Wm. E. Johnson. Mr. Ross was formerly associated with Coutant's pharmacy.

The Buffalo Druggists' Bowling Club met its first defeat on January 16, at the hands of the Unions of Buffalo, whom the druggists had once beaten. It happened that some of the best men in the drug team were out of form and several of the others failed to appear, so the game went to their opponents by one point.

Lebbeus Burton, for many years a prominent druggist in Troy, died on January 28 after an illness of several days. The deceased was born at Norwich, Vt., June 24, 1826. He was educated in the Norwich High School, and went to Troy in 1848, entering the drug business of Badeau & Stoddard. He was a clerk seven years, the firm becoming E. W. Stoddard & Co., E. W. Stoddard, and in 1855 Stoddard & Burton, the deceased being the junior member. In 1872 the firm L. Burton & Co. was formed, Frederick Schneider becoming a partner, and a few years later J. Henry Irving and Charles Cook were admitted. January 1, 1898, Mr. Burton retired, retaining an interest as special partner. The business is now conducted by The Schneider & Irving Drug Company.

Boston, February 6.—The pruning and grafting of the tree represented by the State pharmacy law still continues, and it seems too much to hope that it will ever be possible to make the fruit satisfactory to all concerned. Several bills have been entered, all aimed at modifying chapter 397 of the acts of 1896 as amended by the acts of later years. Several of them emanate from the M. S. P. A., and have the indorsement of the officers of that association, as does the Underhill petition. One of the measures, if adopted, will so change section 4 that the records of the board, together with all charges and evidence, will be open to public inspection as section 8 now stands, three members of the board constitute a quorum, but a bill has been entered to make five a quorum for all hearings. Under section 9 it has been possible for the board to revoke a certificate forever. An effort is to be made to change this so that a certificate cannot be revoked for more than one year for a first offence, and the legislature will be further asked to so amend this same section that the board cannot consider a case until a man has been convicted in a court of common law.

## DRUG LEGISLATION.

Druggists may well be thankful that the time for entering new legislation has expired. Here are some of the measures of interest to the trade: William W. Bartlet, Ph.G., wants an amendment to the State pharmacy laws, to provide that liquor may be sold by druggists to persons who may have received public aid within one year, when the liquor is sold upon a physician's prescription (this changes a law originally passed several years since by petition of H. H. Faxon, a noted temperance advocate). Legislation is wanted by another bill so that no druggist shall forfeit his license on the ground that he has been convicted of a violation of the law. Another petitioner asks that the fee for sixth-class licenses be increased from \$1 to \$500. A bill was also entered by which the adulteration of drugs or beverages may be punished by imprisonment of one year and a fine of \$1,400. Then there is that old friend, a measure asking that packages of food or medicine offered for sale must have their formulas attached.

Two hearings have already been held on matters important to druggists. The first of these was a bill providing that a purchaser of liquor from a pharmacist shall have to sign only once on the certificate. The petition explained that the purpose of the bill was to do away with the extra signatures when liquor is purchased for medicinal or mechanical purposes. At present the purchaser has to sign twice, and the dealer has to record the name once. The poison law requires no signature. The present law is a bother to worthy people, and the unworthy do not care. Charles F. Nixon, Ph.G., chairman of the Board of Pharmacy, said he was in hearty sympathy with the object of the bill, and thought the result could be better reached by doing away with the certificate and retaining only the book record. William W. Bartlet, Ph.G., favored the bill and called attention to the strictness of the law governing the sale of liquor by druggists.

At another hearing consideration was given the petition of James E. McKeon, of Medford and others, that the State Board of Registration in Pharmacy be increased to five members, to be appointed for five years, and not to serve for more than five years consecutively. The petition further asks that only such persons shall be appointed as are graduates of a legally chartered college in pharmacy or a university having authority to confer degrees in pharmacy. Mr. McKeon appeared in favor of his petition, and it was opposed by William W. Bartlet, Ph.G., of the M. S. P. A.

## THE BOARD OF PHARMACY

held an examination last week. Seventeen candidates were examined, and the following named were granted certificates: William J. Lewis, South Weymouth; Nathan Addelson, Boston; Hedley V. DeWolf, Roxbury; Vincent J. Fitzsimon, Brockton; Charles A. Noll, Concord Junction. Mr. Lewis was a member of the junior class M. C. P. last year, and Mr. Noll was enrolled in the senior class. The name of Ralph Cagliano, of this city, should have appeared in the list of successful candidates of January 2.

## AT WORK ON THE GARST PLAN.

There was a meeting of prominent druggists representing the M. S. P. A., the Guild and Union, in this city, on January

25. There was a general discussion of trade interests and a sub-committee was appointed to ascertain if wholesalers would adopt the bill head devised by Dr. Garst, which is known here as the Worcester plan. The committee went to work immediately and already have secured the consent of three wholesale firms in this city to having the printing on their bill heads. The committee hopes to have all of the wholesale firms in line soon. Dr. Garst has agreed to pay for the extra printing, and his goods are the only ones at present named in the bills, but others will be added as soon as other proprietors consent to make use of this scheme. Dr. Garst is very enthusiastic, and desires every wholesaler in the country to adopt the Worcester plan.

#### HUB NEWS.

George B. Markoe is clerking at the corner of Berkeley and Tremont streets.

G. E. Kelley, of the Charlestown district, has just added a Tufts carbonator to the equipment of his establishment.

James W. Tufts, of this city, recently shipped new carbonators to Frank White and Lamont & Co., both of St. John, N. B.

A bill has been introduced into the Legislature requesting that the sale of cigarettes with paper covers or wrappers be made illegal.

The Board of Pharmacy is not alone in having critics, for charges have recently been preferred against the Board of Registration in Medicine.

The building on Atlantic avenue occupied by Billings, Clapp & Co., was the scene of a fire on February 5. The firm is not a heavy loser and is conducting business as usual.

James N. North, treasurer of the American Soda Fountain Co., has been away for over five weeks on a business tour. His trip has included the Pacific Coast and the Gulf of Mexico.

A bill has just been introduced into the Legislature asking that every article of food or drink containing salicylic acid, benzoic acid, boric acid, a fluoride, sodium-sulphite, beta, naphthal, formaldehyde shall be deemed to be adulterated.

Hubbell & McGowan, of Washington and Newton streets, will soon open a new store on Huntington avenue, corner of Massachusetts avenue. This store will be directly opposite the new Symphony Hall, and in a rapidly growing section. It will be fitted with new hot and cold fountains from James W. Tufts' establishment.

The Northeastern section of the American Chemical Society held a meeting on January 17, at the Technology Club. Dr. H. H. Wiley, Chief of the Division of Chemistry, U. S. Department of Agriculture, delivered the address of the evening upon "The Fourth International Congress of Applied Chemistry," held in Paris, July 23-30, 1900.

#### STATE ITEMS.

The store of Marshall S. Mead, Attleboro, was burglarized one night recently.

C. T. Abbott, Melrose, is a petitioner in bankruptcy; liabilities \$7,012.24, assets \$4,064.16.

C. S. Dickinson, of Baldwinville, has just ordered a fountain from James W. Tufts, of this city.

W. S. Lindsay, Marlboro, is to serve his patrons with soda water from a new Tufts fountain.

G. H. Carlisle & Co., of Lawrence, are using a fountain recently ordered from James W. Tufts' manufactory.

Simard & Precourt recently placed an order with James W. Tufts for a fountain for the new store at Leominster.

The Chief of Police of Taunton worked up a case against a drug store of that town some time ago for a sale of liquor, employing outside assistance. Now he wants to press the matter in court, but cannot do it because of inability to find the man who secured the evidence.

#### NEW ENGLAND ITEMS.

Edwin F. Merrill, of Woodstock, Vt., is to have a new Tufts fountain in his store.

T. H. Delano, Rockland, Me., will draw soda water next summer from a new Tufts fountain.

A new store has been opened at Concord, N. H., by George E. Jacobs. It is fitted with a new Tufts fountain.

Harris & McClearn Co., of Boothbay Harbor, Me., have just placed an order with James W. Tufts for a new fountain.

## PENNSYLVANIA.

### The Bowlers at Work—Records of the Scores—Friction Develops—The Revised Pharmacy Bill.

Philadelphia, February 1.—The Wholesale Drug Bowling League has been launched, and the rolling of balls and the smashing of pins is now on in earnest. The opening game began on January 24. This was the first game some of the members ever participated in, and for a while any old way was the order. It appears that the tournament was started off wrong, as only two frames were rolled, and the games played on that evening do not count, as they were not according to Hoyle, Bransome or other authorities.

On this memorable evening there were two matches—the Whitall, Tatum & Co. vs. the "Wanderers" and Smith, Kline & French Laboratory vs. Shoemaker and Busch. The "Wanderers" team is composed of representatives of outside houses, and if lungs were used to push the balls instead of arms, they would have won in a gale. The game with scores resulted as follows: Whitall, Tatum & Co., 673, 697; Wanderers, 622, 666. Smith, Kline & French Laboratory, 567, 618; Shoemaker & Busch, 507, 566.

On January 21 the first regular match game was played between teams from Robert Shoemaker & Co. and Aschenbach & Miller. The game was bowled according to rules as laid down by the American Bowling Congress. The conditions were three ten frame games, the winner of each game to score one point. The first game was won by Robert Shoemaker by 114 pins, but the next two by Aschenbach & Miller. The score stood: Robert Shoemaker & Co., 756, 720, 691; Aschenbach & Miller, 642, 795, 721.

On January 30 teams from H. K. Mulford Co. and Smith, Kline & French store team played their first game, which resulted in a whitewash for the latter team. The score stood: H. K. Mulford Co., 757, 766 and 828; Smith, Kline & French store team, 616, 709 and 690.

On January 31 the Whitall, Tatum & Co. team whitewashed the Smith, Kline & French Laboratory team, the score standing: Whitall, Tatum & Co., 713, 798 and 743; Smith, Kline & French Laboratory, 651, 646 and 644.

The teams that comprise the Wholesale Drug Bowling League are as follows: Smith, Kline & French Co. (Office), Smith, Kline & French Co. (Laboratory), Aschenbach & Miller, Shoemaker & Busch, R. Shoemaker & Co., H. K. Mulford Co., Whitall, Tatum & Co., Wanderers.

The officers are as follows: President, H. K. Mulford; vice-president, D. E. Bransome; secretary, C. P. Donnell; treasurer, John G. Belsterling.

#### FRICION DEVELOPS.

While the Philadelphia Wholesale Bowling Club is not very old, there has already crept into it some discontent. On February 6 a meeting was held in the Bourse Building which was a hot one, and for a time it looked as if the ten pin hammerers would, as a club, dissolve. It appears that Aschenbach & Miller have been playing A. C. Smith on its team. His presence on the team was objected to by the Smith, Kline & French Co. and Robert Shoemaker & Co.'s clubs, it being claimed he was not a wholesaler, but a retailer. This led to a big discussion, and an effort was made to have the by-laws amended so as to let the clubs stand as they are. Aschenbach & Miller representation said they did not have enough to draw from to form a bowling club of six. After considerable discussion it was decided to have five men constitute a team. This action put Mr. Smith out, but it is understood that he will play with the Wanderers.

The following is the schedule of games:

#### SCHEDULE OF THE PHILADELPHIA DRUG TRADE LEAGUE.

January 25, Whitall, Tatum & Co. vs. Wanderers; Smith, Kline, French Co. Laboratory vs. Shoemaker & Busch. January 29, R. Shoemaker & Co. vs. Aschenbach & Miller; Smith, Kline, French Co. Store vs. H. K. Mulford & Co. January 31, Smith, Kline, French Co. Laboratory vs. Whitall, Tatum & Co. February 5, Wanderers vs. Shoemaker & Busch. February 7, Aschenbach & Miller vs. H. K. Mulford & Co. February 12, R. Shoemaker & Co. vs. Smith, Kline, French Co. Store. February 14, Shoemaker & Busch vs. Whitall, Tatum & Co. February 19, Smith, Kline, French Co. Laboratory vs. Wanderers. February 21, Aschenbach & Miller vs. Smith, Kline, French Co. Store. February 26, R. Shoemaker & Co. vs. H. K. Mulford & Co. February 28, Whitall, Tatum & Co. vs. Aschenbach & Miller. March 5, Wanderers vs. R. Shoemaker & Co. March 7, Smith, Kline, French Co. Store vs. Smith, Kline, French Co. Laboratory. March 12, Shoemaker & Busch



vs. H. K. Mulford & Co. March 14, Whitall, Tatum & Co. vs. Smith, Kline, French Co. Store. March 19, Wanderers vs. H. K. Mulford & Co. March 28, Smith, Kline, French Co. Laboratory vs. Aschenbach & Miller. April 2, R. Shoemaker & Co. vs. Shoemaker & Busch. April 4, Whitall, Tatum & Co. vs. H. K. Mulford & Co. April 9, Wanderers vs. Smith, Kline, French Co. Store. April 11, Shoemaker & Busch vs. Aschenbach & Miller. April 16, R. Shoemaker & Co. vs. Smith, Kline, French Co. Laboratory. April 18, Smith, Kline, French Co. Store vs. Shoemaker & Busch. April 23, Whitall, Tatum & Co. vs. R. Shoemaker & Co. April 25, Aschenbach & Miller vs. Wanderers. April 30, H. K. Mulford & Co. vs. Smith, Kline, French Co. Laboratory.

#### THE REVISED PHARMACY BILL

The committee appointed by the Retail Drug Association of this city has about completed its labors with the State Legislative Committee which was formed to draft a bill in the interest of the druggists. All the work in this matter has been done, and on February 11 the bill is to be presented to the house. The new pharmacy bill will differ from the old one chiefly in licensing all stores that sell drugs and medicines, not as now, when only a registered physician has to pay a license. This is made to apply to all department stores and other establishments that handle proprietary articles.

The clause in reference to registration is to be done away with so that there will be no reregistration fee after once the druggist has taken out his first registration papers. There is also to be registration of apprentices, and this certificate is to be the evidence of the length of time that he has been in the business. The powers and duties of the Pennsylvania Pharmaceutical Examining Board are to be more definitely defined than is the case in the old act, and there is to be a clause prohibiting the sale of narcotic poisons. That is, a druggist can be warned not to sell poisons to a certain person, the same as is done in the liquor business.

#### PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS

The Philadelphia Association of Retail Druggists met on February 1 at the Philadelphia College of Pharmacy. President Rumsey presided, and there were about 80 members present. The report of the financial secretary showed a balance on hand of \$225.16. Considerable interest was evinced in the progressive euchre that has been set for February 19, and there was some applause at the announcement that the first prize would be a complete carbonating machine valued at \$225. The Executive Committee reported that it had had a decision from the Tax Assessor that druggists need not return the amount of their sales of articles of their own manufacture in their affidavit of the "amount of business." The effect of this decision was to exempt from taxation as "retail business" all prescriptions compounded, all remedies and toilet preparations made by the druggist in his store and all articles, in short, as were manufactured by the retail druggist, either galenic preparations or such as he made for general sale.

A member called attention to the alleged fact that druggists were supplying medicine to the Bureau of Charities for the outdoor poor of the city at a figure that could only mean either that the druggist lost money on his bid or that he used an inferior quality of drugs. He recommended the appointment of a committee to look into the matter, and a committee of five was appointed for that purpose.

#### Dowieites Wreck Chicago Drug Stores.

Drug circles in Chicago were intensely excited last week over the lawless actions of some half dozen women followers of Dowie, the faith-cure leader. Incited by the tactics of Mrs. Carrie Nation, whose saloon smashing proclivities have created so much consternation in Kansas, they proceeded to wreck drug stores on the ground that drugs were the agents of the devil. The women wore automobile coats and concealed their implements of destruction under them. As they left the drug stores they sang hymns, and as the policemen did not know what they had been up to, they escaped arrest. The drug store of Charles G. Foucek, at Eighteenth street and Centre avenue, was the first place visited. After upbraiding him for selling drugs, the leader gave a signal and the smashing of shelves and showcases and boxes began. The druggist was also attacked with canes and umbrellas, but he summoned his clerks, who armed themselves with buckets of water, and the women were finally dispersed. The same tactics were employed in the drug stores of B. Lowenthal, Leo L. Mazek, Herman Limerman and O. Shapiro.

## ILLINOIS.

### Owl Drug Co. of San Francisco to Open a Store in Chicago—A \$250,000 Drug Corporation—Shorter Hours for Illinois Drug Clerks.

Chicago, February 5.—Another big aggressive cut-rate drug store will be opened in the down town district within a year. This announcement was made recently by D. W. Kirkland, president of the Owl Drug Co., to a correspondent of the AMERICAN DRUGGIST, who talked with him in Los Angeles. It is the expectation to have the store do both a wholesale and a retail business. It will be operated in connection with the Owl Company's stores in San Francisco, Oakland and Los Angeles. Mr. Kirkland said the only delay he expected would be the possible inability to secure a suitable site.

The Owl Drug Company is a bitter foe to the N. A. R. D. and is now engaged in a legal war with California representatives of the association. Their stores are decorated with signs bearing the words "Boycott, Boycott" in large letters. Across the front of the Los Angeles store is a big canvas sign which reads:

#### BOYCOTT AND CONSPIRACY

AGAINST THE OWL DRUG COMPANY.

The weak-kneed wholesale druggists surrender to the local combine.

F. W. BRAUN & CO.

HAAS BRUCH & CO.

of this city

Refuse to sell us until we raise our prices as demanded by the retail drug trust.

#### OWL DRUG CO. LOSES ITS SUIT.

The Owl Company sued F. W. Braun & Co., Haas Bruch & Co., wholesalers, the Los Angeles Retail Pharmacists' Association and a number of retail concerns for \$50,000 for conspiring together and inducing the wholesale dealers to cease selling the plaintiff patent medicines. The plaintiff alleged that the retail houses had combined to keep up prices, that the Owl Company had refused to enter the deal, and that a boycott had resulted. Judge Shaw, of the Superior Court of Los Angeles, ruled on demurrer that he did not believe there was sufficient ground for a damage suit and that he did not believe there had been any illegal restraint of trade. The court held:

"It has been suggested that the defendants have formed a combination to keep up prices and that this is in restraint of trade and therefore against public policy and illegal for that reason. I do not think the point well taken. Persons engaged in business have a right to use all lawful means to obtain high prices for the goods they have to sell where the goods are not of a sort deemed to be necessities of life, and to do this either alone or in combination with others. For this purpose they have the right to withhold their patronage from those who do not act with them in furtherance of their interests. All trade is to a certain extent selfish in its operations, and an agreement among traders in this class of goods that they will trade only with those who will act with them in the bettering of their business is not illegal in the sense here intended. Such an agreement may not be enforceable in the courts when an action is founded upon it, but the use of such an agreement to induce others to act is not the use of unlawful means of which a third person whose trade suffers from the act can complain, or make the foundation of an action for damages."

Mr. Kirkland defends aggressive cutting by saying that it is the only way in which to fight department stores. He holds that if Chicago druggists had cut prices promptly the department stores could have gained no foothold. He says the legal fight will go on and that he expects to win. The Owl Company, he says, will operate its Chicago store independently of the "syndicate."

#### THE DRUG STORE SYNDICATE INCORPORATED.

Soon after the AMERICAN DRUGGIST gave publicity to the operations of the "syndicate" which is acquiring control of the down town drug stores the following corporation secured papers of the Secretary of State for Illinois:

The Dearborn Chemical Company, Chicago; capital stock, \$250,000; paid up, \$25,000; to manufacture, compound, buy, sell, deal in and handle drugs, chemicals, proprietary and other medicines, soaps, perfumes, toilet articles, soda water, tobacco, cigars, etc., and to do a general drug business. Incorporators, George S. Lord, Joseph Trienens, Charles R. Dickerson, Charles W. Hayden and Chas. H. Baldwin.



All the incorporators are connected with the wholesale house of Lord, Owen & Co. with the exception of Joseph Trienens, who is manager of the Buck & Rayner stores, and Chas. H. Baldwin, an attorney.

#### A SHORTER HOURS BILL IN ILLINOIS.

Drug clerks are greatly pleased over a bill introduced by Representative Hunt in the State Legislature at Springfield demanding short hours for the clerks. The bill is designed to apply to cities of 500,000 or more inhabitants, and this, of course, means Chicago. The bill reads:

"No pharmacist or drug clerk employed in any pharmacy or drug store shall be required to work more than seventy hours a week. Nothing in this section shall prohibit working overtime during any week for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in any such two weeks shall not exceed 140 hours. The hours shall be arranged so that a pharmacist or drug clerk shall be entitled to and shall receive at least one full day off in two consecutive weeks.

"No proprietor of any drug store or pharmacy shall require any pharmacist or drug clerk to sleep in any room or apartment in or connected with such store which does not comply with the sanitary regulations of the local Board of Health.

"A failure to comply with any of the provisions of this act shall be deemed a misdemeanor. This act shall apply to cities of 500,000 or more inhabitants."

Some drug clerks claim that they are compelled to work as high as 90 hours a week and that in many cases where they sleep in the store the conditions are unsanitary. This, they hold, is a poor return for obtaining a college education and putting in several years gaining experience.

The bill has been given hearty support thus far, and it is believed that it will pass. It has been pointed out in favor of the measure that a tired and sleepy drug clerk who has worked almost all day and night is in no condition to put up a prescription where a slight mistake may be fatal. Editorial comment in the daily papers shows that the bill has been given a cordial reception.

#### OFFICERS FOR THE U. S. PHARMACAL CO.

The annual meeting of the United States Pharmacal Co. was held January 22. Directors were elected, and reports showed that business had increased 27½ per cent. during the last year. These directors were chosen:

For term expiring January, 1901: Bruno Batt, G. H. Sohrbeck, Jas. H. Wells, C. A. Storer, H. F. Hassebrock; for term expiring January, 1902, Wm. K. Forsyth, Rich. C. Frerksen, John B. Mount, J. S. Hottinger, H. J. Holthofer; for term expiring January, 1903, Louis K. Waldron, Frederick Klein, Andrew Scherer, Lawrence Hesselroth, Fred. M. Schmidt.

The directors met the next day and chose these officers:

President, Louis K. Waldron; vice-president, H. F. Hassebrock; secretary, C. A. Storer; treasurer, Frederick Klein; manager, Herbert W. Snow.

#### POETIC VETERANS.

At the last meeting of the Chicago Veteran Druggists' Association two of the members followed the example set by Mr. Weg and dropped into poetry. Mr. Bodemann's muse took the form of a parody of the familiar lines, "Laugh and the world laughs with you," while Mr. Broth was moved by the spirit and verse of the Persian poet to admonish his hearers to

Make the most of what we yet may spend,  
Before we, too, into the dust descend;  
Dust into dust and under dust to lie,  
Sans wine, sans song, sans singer and sans end.

#### CHICAGO JOTTINGS.

Harry F. Krueger, a druggist at Clybourn and Fullerton avenues, has been arrested on the charge of obtaining money under false pretences. He is accused by several express companies for which he was agent. It is alleged that his troubles have been brought about by his infatuation for May Irwin, who lives in Dearborn avenue.

Frank J. Wall, manager of the Chicago branch of Charles Pfizer & Co., died of pneumonia on February 1, at Seattle, Wash., where he had gone on a business trip. Mr. Wall was about 40, and was a native of Connecticut. He had been with Pfizer & Co. for ten years, and had previously been connected with Keasbey & Mattison.

Austin druggists are trying to form an agreement to close their stores at 9:30 o'clock at night until March 1. The druggists say that business is not good enough to warrant them in keeping open.

## THE KNIGHTS OF THE ROAD.

Notes of the Traveling Salesmen.

Our Portrait Gallery.



Charles Siller.

Traveling representative of Max Zeller, New York City.

Genial Charles Siller, whose picture adorns our column this week, on the 30th of January completed his thirtieth year in the employ of the wholesale drug house of Zeller, having entered its service as errand boy on January 30, 1871. After serving in every department of the house he gained a complete and practical knowledge of all foreign drugs, and while acting as buyer for the firm was one of the prominent figures among the drug brokers and resident buyers for the jobbers of the country. He then began his long career as a commercial traveler, going as far West as the Mississippi Valley. Upon the succession of Mr. Max Zeller to Julius Zeller, his travels were mostly confined to New York State, and on the death of W. H. Maull he undertook to cover this popular salesman's entire route and has made a huge success of it, being now permanently located in Rochester, and making tours through New York State and Pennsylvania. Mr. Siller is a wholesouled, big hearted fellow, and deep was the regret and heartfelt sympathy extended to him by his host of friends throughout the drug trade when several years ago he met with an accident which resulted in the loss of that most valuable member of a salesman's composition, "the glad right hand." But Charlie now says "shake with the left, its nearer the heart." Mr. Siller was an adept and skillful penman, and the loss of his right hand was a serious drawback to him for a time, but with his usual resourcefulness overcame this obstacle, until now he writes as well, if not better, with his left than he ever did with his right hand. The fact that he has been in the employ of one firm for 30 years proves how honestly and faithfully he must have served.

Charles A. Wetmore, of Camden, who has been connected with McKesson & Robbins, of New York, for several years, and prior to that was employed by J. H. Sheehan & Co., of Utica, as their traveling salesman, has been elected secretary of the North Coast & Olancho Valley Railroad Company, in Honduras, Central America. The head offices will be in New York, where Mr. Wetmore will be located.

The boys in the drug trade are just now engaged in a lively competition, started by the Donnell Mfg. Co., of 612 South Sixth Street, St. Louis. Every dollar box of the White Rabbit Egg Dye contains 40 5-cent packages and 16 different color designs paper dyes. By selling 35 boxes of these dyes the salesmen are entitled either to a Paul E. Wirt 14-karat gold fountain pen or to an English imported pearl handled pocket knife of the best Manchester steel, each knife inclosed in a nice leather case. If further particulars are needed, the company will be pleased to send them.

**Boston.**—This city has a local knight (without mentioning names) whose handwriting reminds one very strongly of a Chinese laundry check. He recently sent in an order for goods to be shipped to a general store in a Maine seaport town. In filling the order the shipping clerks were puzzled by the last item on the order, which was finally translated as "twenty-five pound German frankfurt sausage." As it is not unusual for the firm to accommodate country customers by procuring for them goods outside of their own line, the frankfurts were obtained from the nearest provision dealer and duly packed with the other goods. Upon the return of our "rough writer" salesman the fact was disclosed that the supposed frankfurter item was a notation intended to read "By steamer Frank Jones." The customer to whom the frankfurts were shipped is known as an erratic old gentleman, and the boys in the office say it is going to be no "clutch" to soothe his ruffled feelings.

William E. Berry, who travels for James W. Tufts, of this city, has just been on a business tour of St. John and Halifax and adjoining sections. Of course, he sent in many orders for new fountains.

J. S. Gibbons seldom visits this classic town, but he was here last week. He drums for Bretzfelder, Bronner & Co., Louisville, Ky., and his specialty is the amber colored product of that State.

**Philadelphia.**—Rudolph Wirth has once more been with us on his regular semi-monthly visits, and left us apparently happy.

After a prolonged absence Fred. A. Fenno has paid us a visit, and Wallace & Co. undoubtedly profited by his trip, as is usual.

Captain A. E. Rulon, who sells goods for the great and only Munyon, is calling on the trade here and making hosts of friends for himself. The captain is one of the most popular men on the road and his employer is fortunate in having secured his services.

The Sen-Sen Co. is now represented here by Chas. T. White, who is booming trade for T. B. Dunn Co.

Chas. W. Moore, of the Kola Chemical Co., of Reading, Pa., has been with us and says his company will make a big bid for trade in this city this summer.

The Luyties Homeopathic Pharmacy Co. is represented by Dr. L. J. Knerr, and a very good representative he is.

Mr. Hennecke, of McKesson & Robbins, is with us and we would like to keep him here permanently, for he is good enough to be a Philadelphian.

J. B. Brunner, of the Royal Glue Co., of Washington, has returned to this city from a visit to the home office, and is once more energetically pushing the sale of royal glue.

C. M. Edwards has just arrived from Pittsburg, and says Gilpin, Langdon & Co. will be shipping goods there for some time to come.

Johnson & Johnson's tireless worker, D. E. Bransome, has been over to New Brunswick, and returned in a happy frame of mind. It is suspected that J. & J. substantially showed their appreciation of Mr. Bransome's efforts during the past year, and it is hoped the suspicions are correct.

Mr. Gilbert, who so ably represents E. E. Dickinson & Co., of Essex, Conn., recently called on us and took our order for witch hazel.

Chas. Culpeper, of the Coca Cola Co., of Atlanta, Ga., is busy making contracts for next summer. He reports that the past summer his company did the largest business in its history.

Bauer & Black, of Chicago, are so well pleased with the work of C. W. Elston in this city that they have decided to keep him here permanently, and give him an assistant for his territory through the eastern part of Pennsylvania. Mr. Elston is a conscientious worker, and seems to be thoroughly impregnated with the belief that B. & B. have no superiors in their line of business.

Wm. J. Moore, representing Henry Thayer & Co., of Boston, has opened an office at 12 North Eleventh Street, and is quite active among the trade.

**Rochester.**—John E. Plummer, of Brooklyn, is looking after the interests of Meakin & Ridgway, importers of earthen ware, New York, American representatives of Ridgways and Wm. Adams & Co., of England. Mr. Plummer is a brother of

Charles Plummer, the well-known theater manager, and his many friends here were heartily glad to welcome him on his recent visit to this city.

John W. Rossiter, the pleasant representative of Powers & Weightman, Philadelphia, has been making an extended tour through the country. On his way back from Michigan, where he was in January, he stopped at Rochester and called on the druggists.

H. A. Rowe also put in part of the first month of this century with the Rochester trade. He is traveling for W. H. Hamilton & Co., and has an excellent line of goods.

John F. Degan showed us a line of sponges and chamolles that it would be hard to duplicate. He comes from J. F. Degan.

George B. McLeod, representing the Empire State Drug Co., of Buffalo, is with us once again with samples of the manufactures of his company. This time he is making a specialty of Gray's Honey of White Pine, and considering the changeableness of Rochester weather and the results thereof the selection is a timely one.

F. L. Bodman is demonstrating to the public the superiority of Parke, Davis & Co.'s preparations.

**Cleveland.**—T. H. Cheetham arrived in the city with a brand new order book to write down the druggists' orders for Lazell, Dalley and Co.'s perfumes.

F. E. Van Meerbeke was soliciting the trade in the interests of the Enos F. Jones Chemical Co.

Wm. Law Hooft, agent for Burrough Bros., is in the city, very busily engaged in writing down orders for his firm's goods.

Otto M. Franke was cordially received on his regular visit last week in the interests of Volkmann, Stollwerck & Co.

B. P. Forbes and H. P. Rice were here representing the Hershey Chocolate Company, of Lancaster, Pa.

F. M. Walker was well received by the druggists in the welfare of R. T. Booth & Co., Ithaca.

G. C. Healy always finds Cleveland ready to welcome him here. Every visit adds to Mr. Healy's popularity with the trade, and J. & J.'s Red Cross brand is on a par with Mr. Healy's popularity.

**Chicago.**—Al. Bauer, of Bauer & Black, is soon to take a trip to California.

Frank J. Wall died at Seattle, Wash., January 31, of pneumonia. The burial took place in Chicago, February 7. He was manager for Charles Pfizer & Co. at the Chicago office for 11 years and was for 10 years manager of the Chicago office of Keasby & Mattison. He had a host of friends among the jobbers and large buyers of the West, and his loss is deeply regretted.

Thomas P. Cook, manager of the New York Quinine & Chemical Company, is in the city on one of his semi-annual trips. He has been coming to Chicago for the last 20 years. He is always warmly welcomed and always does a lucrative business. Mr. Cook is now a member of the Chicago Drug Trade Club.

Frank Black, of the New York office of Charles Pfizer & Co., is in town and is taking charge of the Chicago office since the death of Frank Wall.

George M. Diamond, who has Western territory for the Stallman & Fulton Company, is in town on one of his round-up trips.

Adolph Erickson, formerly city salesman for Sharp & Dohme, has bought the S. F. Hurst store at North Clark and Oak streets.

T. D. West is receiving the congratulations of his many friends in the South on his connection with the house of Parke, Davis & Co. He was at one time connected with a little known house in Cincinnati, where he showed the ability that secured his promotion to a place with the enterprising firm that has secured his services.

S. H. Cohen has just lost his wife, who died January 30 at Louisville. Mr. Cohen travels for Lehn & Fink.

J. S. Blitz, of the J. Elwood Lee Company, is in Detroit on one of his quarterly trips. He has a new line of stories and jokes and says he is getting so popular that he has to have a man ahead of him to do his booking.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, February 9, 1901.

THE drug market for the past fortnight has been of a rather more interesting nature than for some time previous. A number of minor changes have occurred, the majority of which are in the direction of higher prices. The volume of business done in a jobbing way has been quite satisfactory, and, for the most part, this has been at prices favorable to holders. The only notable decline which has occurred during the interval has been that occurring in wood alcohol, which seems to have been due to increasing competition of the smaller manufacturers. At a meeting held in Buffalo last week of the representatives of 80 wood alcohol producers, the statistics presented showed that at the present rate of production something like 100,000 gallons per month were being produced in excess of the legitimate need of the world, while the improvements going forward in the methods pursued in Europe bid fair to seriously restrict our export trade. Even at the marked reduction of 15 cents per gallon, which was agreed to, it will be necessary to shut down all the plants for two months every year to keep from overstocking the market. Quinine has been the most interesting feature of the fortnight, it having advanced from 1 to 2 cents, according to holders, and being in brisk demand at the improved quotations. Opium is somewhat firmer abroad, but has declined 5 cents during the past fortnight and the local market is dull. The general condition of trade is favorable, and a feeling of confidence in the immediate future of the drug market pervades the trade generally.

**HIGHER.**  
Balsam copaiba,  
Tolu,  
Sassafras bark,  
Chloroform,  
Ergotine,  
Saffron, American,  
Grains of paradise,  
Asafetida,  
Menthol,  
Morphine,  
Naphthaline,  
Myrrane,  
Orange oil, sweet,  
Mustard seed,  
Picric acid,  
Tonka beans, Angostura.

**LOWER.**  
Wood alcohol,  
Cacao butter,  
Buchu leaves,  
Coca,  
Damiana,  
Jaborandi,  
Anise oil,  
Pennyroyal oil,  
Wintergreen oil,  
Quicksilver,  
Aconite root,  
Sal soda,  
Saltpetre,  
Bayberry wax,  
Carnauba wax.

### DRUGS.

Acetic acid has declined to \$1.65 to \$2.15 for 28 per cent. as a result of active competition among manufacturers.

Alcohol has been active during the past fortnight and the price remains very firm at \$2.45 to \$2.47, less the usual quantity and cash discount. Wood alcohol has taken a sudden and very decided drop of 15c and is now quoted at 60c to 75c for 95 per cent. This change has been brought about by a gradual accumulation of stocks and a desire to relieve the pressure of price concessions. Results have been a considerable movement into consumptive channels.

Balsams.—Copaiba has advanced under the influence of increasing consumptive demand and scarcity of supplies on the spot, Central American having been marked up to 38c to 40c, with Para about 5c a pound above these figures. Fir, Canada, is quite firm and is quotable at \$2.80 to \$2.85, though it is still possible to obtain supplies in certain quarters at a little under these figures. Oregon is dull and neglected at 70c to 80c. Peru has been quite active in a jobbing way, and in view of the comparatively light supplies at hand some holders have advanced their quotations to \$1.35 as an inside figure, though \$1.30 is still quoted by others. Balsam Tolu retains the strong position reported in our last review, and may be quoted as firm at 29c to 31c, the outside lots referred to in our report of a fortnight since having been cleared out of the market.

Buchu leaves have declined under the new arrivals and 24c will now secure prime green leaves, though the supply is said to be insufficient to warrant any further decline, and at the close there is rather a firmer feeling than prevailed earlier in the week.

Burgundy pitch is firm at 2½c to 3c on the spot, and a very active consuming demand is reported.

Cacao butter is quiet and rather weak at a decline to 37½c to 38c for bulk. This change has been made in sympathy with the conditions existing in Amsterdam.

Caffeine continues firm, at \$4.50 to \$4.75 for bulk. The Government has practically abandoned all its efforts to impose an import duty upon tea sweepings, and it is understood that the duties which have been collected from caffeine manufacturers will be refunded. This action, however, has been confidently anticipated, and to a greater or less extent been discounted by the trade, and it is claimed that there is no probability of any reduction in price based upon this decision.

Cascara sagrada is firm and a fair jobbing business is going forward at 6c to 6½c for old well seasoned bark, and 4½c to 5c for last year's crop.

Cocaine continues unchanged at the reduced price of \$5.25 to \$5.50 reported in our last issue. The demand is scarcely up to the average for the season.

Condurango bark has declined 20c under the influence of reduced quotations from Hamburg, though our local market has very light stocks.

Coumarin is offering very freely, and as a consequence the market quotations have declined to \$5.25 to \$5.50, a reduction of 25c.

Cream tartar continues to be slightly unsettled at 19½c to 20c for crystals and powdered, respectively, there being persistent rumors, which are emphatically denied, of a shading of prices.

Cuttle-fish bone is very firm at 25c to 26c for Trieste, and is in fairly active demand in a jobbing way.

Eucalyptol has been reduced to \$1.15 to \$1.20 for bulk.

Hypophosphites have been reduced, the sodium salt being offered now 75c for 25-lb. lots, or 80c to 85c in broken quantities. Other hypophosphites have been reduced in proportion.

Lycopodium has declined to 51c to 52c for ordinary, and 54c to 55c for Politz. The demand is light, and market conditions at producing centers favor purchasers.

Manna continues firm at the relatively high prices which have been ruling latterly of \$1.15 to \$1.20 for large flake, 53c to 55c for small flake and 38c to 40c for sorts.

Menthol has sold up to \$4.25, and is very firm at the advanced price, local stocks being extremely light and the consumptive demand being brisk.

Mullein flowers have been advanced to \$1.00 for yellow, the supply being very scanty.

Nut galls have declined to 14c, but have partially recovered their tone, and are now being quoted at 15c to 16c for Aleppo.

Opium has declined 5c under the influence of pressure to sell and an almost total absence of demand on the spot. This decline has taken place in the face of very unfavorable crop reports from Smyrna. It is stated that a large portion of the first sowing has been killed by frost, but that this has been compensated for by renewed sowings. Spot quotations remain at about \$3.40 to \$3.45 since the decline which occurred shortly after our last issue went to press.

Quinine closes very strong under the influence of advances cabled from London. Since our last issue a general advance has been made in quotations, as follows: P. & W., 30c; N. Y. Q., 38c, and German brands generally 28c for bulk. Second hands have followed the lead of manufacturers very closely, and even such lots of Java as are on this market have been marked up to 27c. The demand is excellent both for jobbing and for manufacturing purposes, several large orders from pill makers having been booked during the past fortnight. The

outlook for the drug is brighter than it has been for some weeks past. Both manufacturers and second hands look forward to a firm market for some time.

Tannic acid has declined to 70c to 75c for crystals on account of the lower range of prices for nut galls.

Thymol has been advanced to \$5.75 as an inside figure and is very scarce.

Vanilla beans are firm at \$9 to \$12.50 for Mexican whole, and a very satisfactory consuming demand is reported. No speculative interest is being manifested in the drug.

#### CHEMICALS.

Arsenic is quiet and goes out principally under contract at 4¼c to 5c for white and 7¼c to 7½c for red Saxony.

Benzoic acid has been reduced from 40c to 42c per pound, in sympathy with the decline in the foreign markets, due to active competition.

Nitrate of silver has declined to 41c to 42½c, in sympathy with the parent metal.

Prussiate of potash is somewhat unsettled, prices ranging from 15c to 16c for yellow. The works of the Mutual Chemical Co., of Jersey City, which were destroyed by fire last Tuesday, had an annual output of nearly a million pounds, but the fire had no appreciable effect on the market.

Sugar of lead has been advanced to 8c to 8¼c for white and 6c to 6¼c for brown.

#### ESSENTIAL OILS.

Anise is dull and weak, having declined to \$1.30.

Bergamot is very firm, as indeed are all the Messina essences, in sympathy with the market conditions both in Europe and in this country. \$2.25 to \$2.50 is the ruling quotation.

Cubebs is fairly steady at 95c to \$1.05c.

Lemon is quiet but firm at \$1.00 to \$1.25, as to brand.

Neroli has been advanced to \$24.00 to \$30.00 in sympathy with foreign markets.

Peppermint is quiet, and attracts but little attention on the spot. It is reported that an advance of 5c to 10c has been made in Michigan, but the local market has not responded, and bulk Western oil has sold at \$1.05 to \$1.10.

Sassafras has declined to 39c to 40c for natural.

Wintergreen is lower, natural being quoted at \$1.50 to \$1.60, and synthetic at 45c to 55c.

#### GUMS.

Arabic is fairly active in a jobbing way and the better kinds continue rather scarce; our quotations remain unchanged at 45c to 55c for first picked and 16c to 17c for sorts.

Asafetida remains scarce and high, particularly as regards the finer grades, for which 30c to 40c is demanded. There have been several arrivals recently, but the market has failed to show any easier feeling.

Chicle has been very active, large quantities having arrived and gone into consumptive channels, though the market still continues fairly firm at 37c to 40c.

Tragacanth is very firm at 65c to 75c for first Aleppo.

#### ROOTS.

Golden seal is weak at 55c to 56c on the spot. From the country it is offered at 54c.

Ipecac is quiet but steady at \$2.55 to \$2.65 for Rio.

Jalap, new crop, is beginning to arrive, but the market still remains very firm at 14c to 15c.

Sarsaparilla, Mexican, shows an upward tendency, and the general range of quotations has been marked up to 7¼c to 7½c, though 7c would probably be accepted on a firm offer. Honduras is quite firm, though but little business is reported and quotations are unchanged at 25c to 32c, as to brand and seller.

Senega is very dull and there are practically no large transactions upon which to base quotations. The pressure to sell in the Northwest continues and in a general way the market may be quoted at about 38c to 42c for large lots.

#### SEEDS.

The seed market generally has been quiet and devoid of interest save in one or two items. California brown mustard has advanced to 5¼c to 6c. Flax seed has been advanced to

\$7 per barrel, and 3c to 3¼c per lb. for ground. Caraway has advanced to 7½c to 7¾c for Dutch. Poppy is scarce and higher at 5c to 5¼c. Rape has advanced to 3¼c to 3½c.

#### HINTS TO BUYERS.

For all purposes, except internal use, Columbian Spirit is held by the manufacturers to be fully the equal of alcohol, and their claim seems to be borne out by the testimony of those who have used it in manufacturing. It is sold by the Manhattan Spirit Co., of Buffalo, N. Y., and when ordering from them be sure and say where you saw the advertisement.

The druggist who handles Chr. Hansen's Junket Tablets is invariably pleased with the results. These tablets come 10 for 10 cents, and the price is 80 cents per dozen packages of that size. In pure food colors and pure food flavors the output of Chr. Hansen's laboratory cannot be excelled. Address 1100 Little Falls, N. Y., mentioning that you saw the advertisement in the AMERICAN DRUGGIST.

Three standard preparations are told of in the advertisement of Stallman & Fulton, No. 10 Gold street, New York, and the pharmacist who does not order them now will probably do so before very long, as the demand makes it imperative. They are Nosophen, Antinosine and Eudoxine. The firm have the sole agency for the United States and Canada. Mention the Druggist when writing.

The fact that certain irresponsible parties are trying to reap the benefits that rightfully belong to others who possess an article of sterling merit and who have impressed the public with the virtues of that article through liberal advertising, has caused the M. J. Breitenbach Co., of No. 68 Murray street, to make the announcement that Pepto-Mangan ("Gude") being a trade-mark name, is their exclusive property. Mention this journal.

There is not the slightest reason why every drug store in the land should not be well lighted when a concern like the Imperial Gas Lamp Co., of No. 132 and 134 East Lake street, Chicago, offers its lamps at prices from \$2 up. There is no odor, smoke or clogging, and while common gasoline is burned the light is claimed to be beautiful, white and steady. Mention the Druggist when you write for descriptive catalogue and prices.

A comfortable chair, a handsome chair, a chair that is strong and wont wear out—these are a few of the claims made for the Indestructible Steel Wire Chair made by the Chicago Wire Chair Co., of No. 180 Illinois street, Chicago. When you write for prices for this chair and the table and soda fountain stool made by the company, all of which, it is held, will last a life-time without repairs, don't forget to state where you saw the notice.

Some of the advantages of Upjohn's Friable Pills, made by the Upjohn Pill & Granule Co., of Kalamazoo, Mich., and No. 92 Fulton street, New York, is that they are most easily penetrated by solvents, their particles have the greatest number of points of contact, and that there is therefore the greatest opportunity for solution and digestion. All you have to do is to put the word "Upjohn's" on your order to get them. Mention this paper.

"Buy a Torsion and Be Happy." Judging from the number of pharmacists who have followed this advice and who are well satisfied, there must be something in the motto. Just now special stress is laid on the new and handsome \$20 counter scale. If you want particulars send for them and get a catalogue as well. The Springer Torsion Balance Co. is at No. 92 Reade street, New York, and if you mention the AMERICAN DRUGGIST you will receive prompt attention.

It's a wise manufacturer who is not averse to helping the retail druggist and who makes that fact known. There is a circular entitled "A Square Deal," which the New York Pharmaceutical Association, of Yonkers, N. Y., sends to the retail trade on request. It stimulates the prescription and sale of Lactopeptine, and as it tells the pharmacist how to obtain valuable advertising at that association's expense, the offer is being widely accepted. When you write state where you saw this.

One of the most attractive cash offers ever made to the druggists of this country is that contained in the advertisement of the Chattanooga Medicine Co., of Chattanooga, Tenn., in connection with the Wine of Cardui. The record of sales for 1900 proves the regard in which this article is held by women. Pharmacists who desire a fine assortment of Ladies' Birthday Almanacs for 1901, Cardui Books, Weather Prophet Books and show cards should write at once. Mention this paper.

That "tied-up feeling," about which there is so much complaint, is avoided when the Deimel Linen Mesh Abdominal Supporter is worn. It is made of a fabric universally approved by physicians, and from a hygienic standpoint is perfection. Warm in winter, cool in summer, the acme of comfort—these are a few of the claims made for the Supporter by the manufacturers—the J. Ellwood Lee Co., Conshohocken, Pa., and it will pay druggists to investigate further. Mention this paper.

The best remedy for asthma ever compounded is what the Swedish Asthma Cure Co., of No. 348 Ellicott square, Buffalo, N. Y., claim for their preparation, and this is the main reason they give why druggists should sell it. It is because customers will not be disappointed, and that the demand is sure to come that they suggest stocking up at once. Asthmatic customers of druggists who desire to order will be supplied with free samples. Send their names and addresses and mention the DRUGGIST.

A clean, economical, convenient ointment box is the one made by the Seamless Metal Ware Co., No. 277 Broadway, New York, which explains why pharmacists generally are ordering it. The Seamless Curved Corner Ointment Box is the name. The beveled shoulder prevents the inside of the cover from becoming soiled, the curved corner prevents waste of contents and the large label space is a great convenience. When you get in line with the crowd and order, don't forget to state where you saw this notice.

At this season of the year, when la grippe and all the other epidemics that cold weather brings in its wake are upon us, it behooves the up-to-date pharmacist to be sure that the various seasonable specialties of Schieffelin & Co., New York, are never absent from his shelves. These include the Elixir of Heroin, alone, and with Terpin Hydrate, the Elixir of Iron and Manganese Peptonates with Arsenic, and Heroin in pill and tablet form alone and in combination with Terpin Hydrate. Specify Schieffelin's and name the DRUGGIST.

A novel window display can always be counted upon to increase sales of any commodity, but when the article happens to be one so universally known as Abbey's Effervescent Salt the results are increasingly great. The window display cut out offered free with one gross of the small size Abbey's salt or its equivalent in the larger sizes, is an exact reproduction of the New York Rapid Transit Tunnel, and is sure to attract attention. When writing to the Abbey Effervescent Salt Co., 9-15 Murray street, New York, mention the DRUGGIST.

An article most widely advertised in the medical journals is Cystogen, an ammonia compound of formaldehyde. It is non-irritating to the stomach, is given well diluted and liberates formaldehyde in the circulation. Thirty minutes after ingestion the urine is impregnated with formaldehyde to such a degree as to render it both sterile and germicidal. The happiest effects are seen in the correction of ammoniacal urine. Mention the AMERICAN DRUGGIST when you write to the Cystogen Chemical Co., St. Louis, Mo., for reading matter, prices, &c.

Up to date druggists who know just how much custom comes from having an attractive soda water fountain, and having everything about that fountain clean and neat, make a specialty of using Stone's Patent Paper Julep Straws. These straws are made of manilla paper, and every one is sweet, clean and perfect. They are cheaper and better than natural straws, and if you try them once you will always use them. Send for samples and prices to M. C. Stone, 1220 F street, N. W., Washington, D. C., and state where you saw the advertisement.

It is a liberal offer which the Dr. E. L. Graves Tooth Powder Co., of Chicago, makes to the druggists of the country. Those who will go to the trouble of writing out a list of their customers will have sent to the latter free samples of the tooth powder, the circulars in which they are wrapped containing the druggists' imprint. Write for samples for your own distribution, and it will be sent you by express prepaid. The powder comes in various sizes, is cheap in price, there is opportunity for living profit. Mention the DRUGGIST when writing.

Pharmacists who have occasion to do much laboratory and prescription work should not fail to investigate the claim of utility made by E. C. Moore & Son, of Detroit, Mich., regarding Moore's Universal Spring Apron. There are no buttons to fasten, no strings to tie and untie, with the usual result of encountering a knot just when you are in a hurry, and they

are cleanly and useful. Students of pharmacy can make money selling these aprons, and druggists and students alike are advised to write for further particulars to the concern at Detroit, mentioning this journal.

There is no truer saying than that "good light draws trade." The dark pharmacy is passed by and the one ablaze with light is crowded with customers. For 20 cents a month, it is claimed for the Brilliant Self-Making Gas Lamp manufacturers, you can have the very best gas light, equal or better than 5 electric bulbs. Those in use are giving perfect satisfaction, they are approved by the fire insurance boards, and over 90,000 have been sold during the past three years. Send to the Brilliant Gas Lamp Co., Geo. Bohner, agent, 42 State street, Chicago, naming the DRUGGIST as the source of your information.

No druggist will deny that not alone is a considerable profit in dispensing soda water from an attractive fountain, but that such a fountain always tends to add tone and beauty to his establishment, and that it attracts much custom that might go elsewhere. In the line of handsome soda water fountains, those manufactured by the American Soda Fountain Co., successors to Charles Lippincott & Co., Philadelphia, stand well to the fore. This concern introduced the tilting jar syrup system, and has been in business for 68 years. If you want the highest grade at the lowest price and terms be sure and address them, mentioning the AMERICAN DRUGGIST.

Druggists who are content to use clumsy make-shifts about their soda water fountains, from lack of knowledge regarding the excellent mechanical contrivances manufactured for them, will not only find that they make their soda fountain more attractive, but that they work easier and get more profit when they use the various utensils, such as are offered by the Erie Specialty Co., of Erie, Pa. These consist of ice shavers and crushers, milk shakes, lemon squeezers, ice picks, etc., and it is claimed that they are of the best and latest make. By merely writing to the firm and mentioning the AMERICAN DRUGGIST you can obtain a handsomely illustrated catalogue and prices.

Those pharmacists who contemplate either fitting up of new stores or the refurbishing of old ones should not fail to correspond with the M. Winter Lumber Co., of Sheboygan, Wis. This company can fit you out complete in anything from a store stool to a most complete outfit at prices that will appeal to you and there is no reason why you should be worried by the freight question, as the Kade Knock Down Principle, a new contrivance, cuts that consideration down considerably. The firm's latest catalogue, a book of 272 pages, will be mailed on receipt of 25 cents. It is a complete book of store fittings worth many times its price. Mention the AMERICAN DRUGGIST in writing.

### Exposition Honors.

The highest award, which was bestowed on the Seabury plasters, surgical dressings, etc., at the Paris Exposition, is but another addition to the great number of medals which have been awarded the Seabury goods at the various expositions at which they have made exhibits. The retail drug trade knows and appreciates the value of these goods, as is evidenced by the continual growth in the popularity of Seabury's plasters and surgical dressings.

James A. Jones, one of the pioneer druggists of St. Louis, died recently in that city. Mr. Jones was born in Pittsburg, Pa., February 27, 1828, and when 17 years of age took a position in a drug store, where he remained until the early fifties. Then, becoming restless, he packed his goods and shipped them on a boat to Omaha by way of St. Louis. He spent a few months working as clerk, and then opened a drug store of his own, which for its elegance soon became famous throughout that part of the State. During the panic in the three years preceding 1860 he lost nearly everything, and in 1861 came to St. Louis to build up his fortune. He worked in a retail drug store until the spring of 1864, when he enlisted in a Missouri regiment for the Union cause, and served until the close of the war. He returned to St. Louis, and in 1866 accepted a position with the old drug firm of Brown, Weber & Graham. A year later he was offered a position with the J. S. Merrill Drug Company, as superintendent, and accepted. He left Merrill's in 1896 and started in the retail business for himself. This business will be continued by his sons. Mr. Jones leaves a widow and three children.



# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, FEBRUARY 25, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

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THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### A CHANCE FOR ESSAYISTS.

THE subject of our new Prize Essay Contest, as announced in our issue of February 11, relates to practical pharmacy, and is intended to embrace under the heading, Dispensing Notes, short essays on the best methods of dispensing medicines in tablet and triturate form, capsules, cachets, etc.; the manipulation of liquid or semi-solid substances like creosote, guaiacol and the glycerophosphates; pills containing volatile oils or essences, easily oxidizable substances, etc.; the preparation of palatable galenical compounds of the newer remedies, such as elixirs and emulsions; prescription incompatibilities and their remedies; notes on the general management and working arrangement of the prescription counter, together with hints on the checking and filing of prescriptions. A prize of \$10 is offered for the best essay received in this competition and MSS. to receive consideration should be in our hands by the end of March. A hearty participation in this contest on the part of our readers is earnestly invited.

### ALBANY ANNUALS.

THE assembling of the State Legislature has been heralded by the usual crop of bills pertaining to the practice of pharmacy. The first to be heard from was the Bell bill, which made it a misdemeanor to advise or recommend medical treatment of any kind, in an emergency or otherwise. It went so far as to prohibit the sale of proprietary medicines or the giving of relief to sufferers from trivial ailments such as are commonly treated by household remedies. The attention which was focussed on the measure by means of publications in the drug journals and meetings of the trade had the desired effect, for as amended to meet the objections raised against it, the Bell bill now reads:

Any person shall be regarded as practicing medicine within the meaning of this act who shall profess to heal or who shall give treatment to any other person by the use of any remedy, agent or method whatsoever, whether with or without the use of any medicine, drug, instrument or other appliance, for the relief or cure of any wound, fracture or body injury, infirmity, physical or mental, or other defects or disease. This is not to be construed as prohibiting the manufacture, sale or use of any proprietary or patent medicine where no diagnosis is made by the maker or seller thereof; or the giving of temporary relief in an emergency by a registered pharmacist or any person, or the domestic administration of family remedies.

As the bill now stands it will prohibit the practice of medicine in any form by Christian Scientists and Osteopaths and is free from the objectionable features of the original measure.



Other measures affecting pharmacists now pending in the Legislature relate chiefly to the new pharmacy law which a large number of druggists doing business in New York State would like to see improved in some particulars. Those who were chiefly responsible for the law which went into effect in this State last month are naturally opposed to any interference with its provisions thus early in its operation, but they will find few to agree with them in the position they take that it is a short-sighted policy "to amend the law just as it is put into operation." The opinion of the average citizen on this point is pretty clearly expressed by a correspondent of the *AMERICAN DRUGGIST*, who puts the matter very aptly when he says "one does not have to wear a pair of shoes until the soles drop off from age to discover they do not fit, and a man need not be a jurist to know that laws gain strength with time; that when we permit evils to pass unchallenged at the outset we become accustomed to their presence, and tolerate their intrusion, even though our rights and liberties are violated." By the way, it is hardly fair to blame the up-State pharmacists for certain objectionable provisions of the law which had their origin in the law originally drafted by the city board to apply to New York City alone.

#### DEPARTMENT STORE PHARMACY.

DEPARTMENT stores are not expected, of course, to know much about the fine distinctions between poisonous alkaloids—or any other branch of pharmacy, for that matter—and the deluded bargain hunters who buy medicines at these places have only themselves to blame if they acquire mistaken notions regarding the properties of drugs. Still it is hard on the manufacturers of a preparation like Antikamnia, for instance, to find Macy & Co., of New York, advertising under the heading, "Medicinal Sundries," "Antikamnia Tablets—five grains, with or without cocaine—99 cents." Macy & Co. have evidently had their attention called to the fact that a combination of the kind described would hardly ever be prescribed under any circumstances, for in a later issue of the newspaper in which the "Medicinal Sundries" advertisement appeared, the firm announce, "In our last ad we used the word 'cocaine' by mistake. Codeine was meant." It was nice of Macy & Co. to make the correction, but it is likely to prove somewhat annoying to them, as it calls the attention of the Board of Pharmacy to the fact that scheduled poisons are being advertised openly for sale by persons who are not licensed pharmacists. *Verb. sat. sap.*

#### THE PHARMACIST IN THE NATIONAL GUARD.

THE bill abolishing the grade of military pharmacist in the National Guard of the State of New York has passed both the Assembly and the Senate and will no doubt receive the signature of the Governor, as it has apparently been adopted as a party measure. It is ad-

visable, nevertheless, to protest vigorously to the Governor against the measure if for no other purpose than to impress the Governor with the fact that the pharmacists of the State are seriously interested when it comes to denying them a commission for purely social reasons, and so far no other reasons have been advanced save that "the rank of sergeant is all they would get in the regular army." A vigorous protest against the abolition of the grade of military pharmacist, signed by representatives of the New York State Pharmaceutical Association, the Kings County Pharmaceutical Association, the German Apothecaries' Association and the Manhattan Pharmaceutical Association, was sent to the members of the Legislature and published in the daily papers.

We urge all our readers to write at once to Governor Odell protesting against the signing of the amendment to the military code known as Assembly Bill No. 231, as inflicting an unmerited affront to the members of an honorable profession and as being distinctly detrimental to the best interests of the National Guard.

#### CAUTION.

The publishers desire to caution subscribers against sending money by unregistered mail. They have recently received many complaints of losses incurred by failure to register letters containing money, and for such losses they decline to accept any responsibility whatever. All remittances should be made by exchange on New York, by post office or express money order or by registered mail. When a check on a local bank is used ten cents should be added to cover the cost of collection charged by the New York City banks. All remittances should be made payable to American Druggist Publishing Co.

#### We Have Preached to Perfection.

To the Editor of the *AMERICAN DRUGGIST*:

Sir,—I read the editorial and prospectus for the new year in your issue of the 24th inst., and note with pleasure the new features to be introduced, especially the one on store management and better business methods, which cannot fail to be of great advantage to your readers, if only they will practice what you preach. On the professional side of pharmacy you have always preached to perfection, and I am sure during the next year the "business side" will receive the same wise and practical help and ideas. Wishing the *AMERICAN DRUGGIST* a prosperous and happy New Year,

Very truly yours,

J. O. BURGE.

Nashville, Tenn., December 28, 1900.

#### Well Pleased.

Please continue my subscription to your valuable journal, the *American Druggist*, as I am well pleased with same.

WADE J. SHEPPARD.

Sandersville, Ga., January 15.

#### Errata.

The article on "Practical Politics Applied to Pharmacy Legislation," printed in our issue of January 28, was prepared by Prof. James H. Beal, of Scio, Ohio, for the January meeting of the Philadelphia College of Pharmacy. Through a regrettable oversight, the name of the author was detached from the article in preparing it for publication, and readers are asked to supply the omission.

In the note on a "Glove-Cleaning Paste" on page 47 of our last issue the word "odorless" on the eighth line should read *odoriferous*.

## THE AVAILABILITY OF METHYL ALCOHOL AS A SOLVENT IN PHARMACY.

BY FREDERICK T. GORDON,  
Pharmacist, U. S. Navy.

THAT the use of both methyl alcohol and "wood alcohol" as solvents in pharmaceutical operations is on the increase is a statement that can be easily verified by casual inquiry, hence the need for the settlement of the question of the admissibility of this practice. Methyl, or purified "wood alcohol," is now largely used by manufacturers as a solvent in the making of solid extracts, this statement being based on positive information; and by some also for making certain articles intended for external use, and the use of this solvent by the retail pharmacist for solvent purposes is also becoming quite general in preparations for external use. Owing to the considerable difference in the present cost of the two alcohols, there being about \$1 per gallon difference in favor of methyl, the question of the availability and safety of methyl alcohol for pharmaceutical purposes is one of considerable importance to both manufacturer and retail pharmacist, hence all possible information bearing on this subject should be sought out and made public, so that a decision may be reached. If pure methyl alcohol can replace ethyl alcohol in the manufacture of certain pharmaceutical preparations, the limits of this availability should be clearly defined; if it can be used as a complete substitute, or if it should not be used at all, it is our duty as pharmacists to find the truth and propagate it. Our own benefit is wrapped up in this question besides the due to pure science. As a matter of dollars and cents it should be established beyond a doubt that we can or cannot use the cheaper solvent in our work. If its use be permissible, our Pharmacopœia should give the necessary authority therefor; if there are limits, these should be rigidly set, and, if it cannot be used safely at all, the same authority should make a special prohibition officially. The question is certainly one of as much importance as the admission of a certain drug to our Pharmacopœia, and just as long as money can be made by the use of the cheaper solvent there will be some to take advantage of it. Therefore the matter cannot be evaded by conscientious framers of the national pharmaceutical guide; they must meet and answer it one way or the other.

It is with the intention of attracting attention to this question that this paper is presented, and the experimental work mentioned in it was also undertaken with the same purpose in view, and it is hoped that the pharmaceutical profession will take up the question with the earnestness its importance demands. However, there must be borne in mind the fact that just as soon as the admissibility of methyl alcohol as a beverage—i. e., for intoxicating purposes, is proven the Government will clap on it an excise tax that will put it out of our reach, unless it proves to have exceptional advantages to compensate for the increased cost. The lesser present cost of methyl alcohol is now its greatest argument for adoption, but the source and supply of methyl alcohol are both vastly less than for ethyl alcohol, and the initial cost of manufacture is several times greater, the former costing about 75 cents to \$1 a gallon for a pure 95 per cent. grade, the latter costing from 20 to 25 cents a gallon to make. The supply of grain alcohol is practically unlimited, of "wood alcohol" decidedly restricted. So that in seeking to find uses for methyl alcohol we must not forget this fact of possible future taxation. Of course, it is possible that with increased demand the cost of manufacture will be decreased, in fact, this week (February 3 to 9) a drop of 15 cents a gallon in methyl alcohol is noted, the supply on

hand being in excess of the demand, but if we are to reap any benefit from the use of this article as a solvent it must be tax-free, and this we can do by immediate action in studying its nature and limitations.

In considering the question of the admissibility of methyl alcohol as a pharmaceutical solvent, the vital point is the effect of pure methyl alcohol on the human system as compared with what we know to be the effects of pure ethyl alcohol and its effects, *per se*. Crude, impure methyl alcohol, the so-called wood alcohol, must not enter into the discussion at all, for this we already know to be a poison, either from its own constitution or from the impurities, with the weight of evidence in favor of the latter theory. If pure methyl alcohol is greatly more toxic than pure ethyl alcohol, its use must be limited to the making of preparations for external use or for those in which it does not appear when finally finished. Now there is a widespread belief that methyl alcohol is a violent poison; I do not agree with it, although I do not say that it will be harmless if used continuously or in excess. It must be borne in mind that until very recently practically all the so-called methyl alcohol we had was nothing but more or less crude wood alcohol, containing in addition to methyl alcohol such impurities as furfural, acetone, methyl, acetate, etc., to which its odor and taste were due. This crude article is certainly toxic when taken internally, but it would be just as fair to say that ethyl alcohol was violently poisonous by basing our tests on it in its crude form. Much of the prejudice against the use of methyl alcohol comes from ignorance or inattention to this fact and also from a lack of knowledge of the properties of the pure article, but exactly the same objections can be made against the use of ethyl alcohol, if we dealt only with it in an impure form, as the two alcohols will then contain about the same impurities, notably furfural, and the danger of these impurities is recognized by our Pharmacopœia in the rigid tests it prescribes for their detection. When pure methyl alcohol has had the same exhaustive trials given to it as its rival then we can base our judgment on facts and not prejudice.

When methyl alcohol is purified from its by-products of fermentation and distillation the characteristic odor and taste almost disappear and the product can scarcely be told from its homologue, ethyl, by its odor, taste and general appearance. What is of more importance, by this purification the toxic effects of the crude article are almost, if not, entirely eliminated, and the effect internally in small doses is that of a pure intoxicant, without secondary symptoms. I think that it is quite well proven that the violent toxic symptoms produced by drinking crude grain alcohol or "bad whisky" are due chiefly to the furfural contained therein. The toxic nature of furfural was clearly demonstrated by Dr. Lauder-Brunton to be precisely those of the articles above mentioned, and the absence of secondary symptoms after the use of aldehyde-free alcohols was also proven. In man, in doses of 0.1 Gm., furfural gave rise to acute neuralgic pains in the back of the head and neck, followed by nausea, dull headache, depression and a foul taste in the mouth, which, I need scarcely say, are just about what we see following excessive indulgence in bad whisky or other liquor. It was also found that the toxicity of these by-products of fermentation increases as the alcohol radicle ascends in the series.

Some little time ago Professor Puckner, of Chicago, investigated the subject of the use of methyl alcohol, and described experiments made, which seem to show that the effects of pure methyl alcohol correspond closely to those of pure ethyl alcohol, and others have also corroborated this statement. Indeed, Mr. Abbott, a student of the

Massachusetts College of Pharmacy, has stated that from personal trials of the effect of pure methyl alcohol he found that when it was taken internally in doses up to half an ounce the characteristic action of alcohol was alone manifested, and this seemed also to be more transient, passing off in a shorter time and leaving less after depression. The above experiments I can corroborate from personal tests; I have tried the effects of pure methyl and pure ethyl alcohol on myself and others in doses up to one ounce, and did not find toxic symptoms in either. The actions and after effects of the two seemed to me to be about the same, except that the effect of methyl alcohol manifested itself sooner and passed off quicker, leaving less depression, this being the note as regards *single doses*. Investigation along this line by Picard (*Pharmaceutical Journal*, November, p. 446) shows very conclusively that the toxicity of the alcohols is proportionate to the molecular weight of the alcoholic radicles, he giving the proportions thus: Methyl,  $\frac{2}{3}$ ; ethyl, 1; propyl, 2; butyl, 3; amyl, 10. However, it is no more than fair to say that these figures have been questioned by Dujardin-Beaumetz, but there is a doubt if this latter experimenter made use of as highly purified substances as the former. The well known effect of amyl alcohol, "fusel oil," bears out these proportions, and the theory is one that seems to be in accordance with what we know of the relations of molecular composition to therapeutic action. Personally, I am satisfied that pure methyl alcohol is as safe for internal use as a solvent for drugs as the now commonly used ethyl alcohol, with the reservation that it must not be used in large or long continued doses, but I hold this opinion, of course, subject to verification by others better equipped than I for such work. I do not think that methyl alcohol is safe for use as a beverage or as a substitute for ethyl alcohol in whisky, wines, etc., the danger from the presence of impurities is too great and these impurities are too constant a factor, and I would certainly hesitate to say that continued use of methyl alcohol in the amounts ordinarily present in whisky or beer would be safe until the fact had been surely proven. There is a very positive element of uncertainty in the after effects of methyl alcohol, whether from its impurities or from this article itself, so we must err on the side of safety until we know our ground. The amount of methyl alcohol liable to be taken in the ordinary dosage of galenicals in which it was used as the solvent for the active principles I do not think will prove harmful if care be taken to limit this use to an absolutely pure article.

Before the use of methyl alcohol can be made permissible, the same, or even more rigid, requirements for its purity must be made than are now laid down for ethyl alcohol, in our Pharmacopœia, if the use is to be made official, or by the user if his conscience alone is to be his guide. There is a positive danger in the indiscriminate use of wood alcohol of any sort, even if the preparation be labeled so as to show its nature, for to many persons alcohol is alcohol under any name, and through error or ignorance this might be taken internally with fatal consequences. We have already had such instances in our navy. I do not think the use of wood alcohol in any pharmaceutical preparation liable to be used internally is permissible; now that we can get it pure it should not even be used for external preparations in its crude form. For instance, a tincture of iodine made with the ordinary wood alcohol has such a pungent and irritating vapor that it cannot be used around the face, and it is also very irritating to the skin on any part of the body, and I have found that liniments made with it are more irritating than these of the U. S. P. Wood alcohol, by reason of its lower cost, has a wide field of usefulness in the trades and

arts, but for pharmaceutical purposes, where it is to remain in the finished article—very few. However, referring to the point of future taxation in the earlier part of this article, if our manufacturers can make a grade of wood alcohol which is too impure to be used in beverages, and yet is sufficiently pure to be used in preparations for external application, for the making of solid and powdered extracts and for certain other like operations, it will be a boon to both manufacturer and retailer. Here the lower cost will be a great factor, and the use can be so safeguarded that no objection can be made to its sanction by our Pharmacopœia.

Pure 95 per cent. methyl alcohol can now be obtained in the open market at a reasonable price. Under the trade name of "Columbian Spirits" there is now manufactured an exceptionally pure article, which is sold at \$1.50 a gallon, the makers claiming 98 per cent. pure methyl alcohol, and no doubt as the demand increases the supply will keep pace. Indeed, as before noted, the price has recently been lowered because the supply was ahead of the demand, about 100,000 gallons a month it was said, so the saving possible from its use is considerable. Pure methyl alcohol is a colorless, almost odorless, limpid liquid, specific gravity 0.795 at 15.5 degrees Cent., boiling at 64 degrees Cent. and miscible in all proportions the same as ethyl alcohol. "Columbian Spirits" is stated by its manufacturers to have the specific gravity of 0.796, and to boil at 65 degrees Centigrade, claims that have been practically corroborated by many investigators, and which have been the subject of several papers read before the State Pharmaceutical Associations. (Kansas Pharm. Ass'n, 1897, Professor Sayre; N. Y. Pharm. Ass'n, 1897, Professor Gregory; Amer. Pharm. Ass'n Proceedings, 1898, etc.). I may say that I have also found these figures to be correct.

Commercial 95 per cent. "extra refined" wood alcohol has about the specific gravity 0.802 at 15.5 degrees Cent., boils at 65-70 degrees Cent. and has about the same physical properties as pure methyl alcohol, with a marked odor and taste peculiar to itself. This article is now quoted at 65 to 85 cents per gallon, according to quantity and quality. The manufacturers of a pure methyl alcohol inform me that the extra cost of their product is due to the difficulty and expense of purifying the crude article, the process being one of chemical treatment and fractional distillation. The by-products (impurities) are said to be acetone, aldehydes, furfurol, methyl acetate, allyl and amyl alcohol, etc.; and, this manufacturer stated, their separation becomes very difficult when they are present in minute amounts. To these no doubt is due the difference between the pure and the crude article. I may here state that the "pure methyl alcohol" made use of in my work was this "Columbian Spirits," as I found it to be practically pure, cheaper and easier to obtain in the market than a C. P. methyl alcohol of other make. The wood alcohol used was the best market grade; this had the color, odor and characteristics usually ascribed to wood alcohol, and was found by me to contain notable amounts of furfurol, acetone and pyroligneous acid.

The next point in this question is the solvent power of methyl alcohol, in other words, granting its availability, will the same amount do the same work as ethyl alcohol in dissolving the active parts of drugs? This question has seemingly been answered in the affirmative by the work of many investigators. Extended experiments were conducted in the laboratory of the Massachusetts College of Pharmacy by Prof. W. F. Scoville, the results of which showed that there is practically no difference in the solvent power of the two alcohols. In this paper a comprehensive table is given containing a large number of

drugs that were worked on, with the amounts of extractive dissolved out by both methyl and ethyl alcohol and other data of interest. (See AMERICAN DRUGGIST, September 11, 1899.) The figures in this table show that the general result of the two alcohols is about the same as to solvent power. For some drugs one seems better adapted than the other, and *vice versa*. Comment is made on certain differences in the appearance of the finished products, in color, consistency, etc., but the more important points of solution and complete exhaustion of active principle were found by assay to be the same in both. It is not stated whether pure methyl alcohol or purified wood alcohol was used in these experiments, but from the statement that there was a marked odor of wood alcohol in the finished fluid extracts, it is judged that the latter was used, as in my own work I found that when the pure article was used the odor of the drug generally completely masked what little odor the solvent itself had. Other experimental work might also be mentioned in connection with this part of the discussion, but it seems hardly necessary, as the fact seems well established that methyl alcohol has the same solvent nature as ethyl alcohol. This I found to be the case in a number of experiments recently made along the lines of Professor Scoville's very complete work, in both extracts and tinctures. Indeed, by all the laws of chemical analogy we might predict from theory alone that such would be the case, but no doubt there will be found minor variations as the range of observation is increased. One point must be borne in mind, the lower specific gravity of methyl alcohol may make a difference in the final appearance of the finished product, as it certainly will in its relation of weight to measure. Methyl alcohol has the specific gravity of 0.796, ethyl alcohol that of 0.820 (U. S. P.).

#### The Uses of Methyl Alcohol.

With the postulates before mentioned granted the next point is one of detail; for what pharmaceutical purposes is methyl alcohol to be used with advantage? (From the standpoint of cost). Basing my answer on my own belief I would say: "For all in which ethyl alcohol is now used, except in those where the amount of alcohol present in the average dose exceeds half an ounce, and where its use is to be continuous. But, of course, I cannot ascribe to my humble work the weight of final assertion. This must come from more extended and general labors by other experimenters better equipped; therefore a summary of the possible uses may prove of value as giving us a basis for starting the discussion. These I may mention under the following headings: Those for which unofficial use has been sanctioned by common consent; those in which the availability of methyl alcohol is yet to be established. Under the former will come:

1. All preparations intended for external use as medicines, veterinary remedies, etc., etc.
2. Toilet preparations—i. e., bay rum, toilet waters, etc., etc., for which use an exceptionally pure and odorless article is required.
3. Solid and powdered extracts, resins, etc., in short, all articles from which the solvent is driven off in the final processes of manufacture and for certain similar pharmaceutical processes.

In these three classes there can be hardly any objections raised to the official sanctioning of the use of methyl alcohol, even granting that it is more toxic than ethyl alcohol. In the first two there is only the accidental use internally to be considered, which objection would equally apply to the potent ingredients of many liniments and tinctures, and in the third the solvent is not present in the finished article at all. I cannot see why the slightest

objection should be made against the employment of methyl alcohol for making the official solid extracts, and resins and such like articles, it having been shown clearly that it has the necessary solvent power and the most biased critic cannot point to any danger of poisoning by something that is not present in these preparations by the very nature of the thing itself. The economy of use in these classes is too great to permit us to overlook the possibility, and we owe it to ourselves that this part of the question be settled definitely as soon as possible. And I hope that it be settled affirmatively, as a lightening of the heavy burden imposed upon our manufactures by the oppressive excise tax!

In the classes of preparations for the making of which the use of methyl alcohol is debatable, we may also make use of three groupings:

1. Fluid extracts and tinctures of potent drugs, of which the dose is five minims or less.
2. Similar preparations of which the dose is usually from ten minims to a fluid drachm.
3. Preparations of which the dose may run from one fluid drachm to a fluid ounce.

In the first group the maximum amount of methyl alcohol present in the ordinary doses would be less than five minims, in most cases it would not be more than three; will any one say that this minute quantity of pure methyl alcohol is toxic, even if given three or four times a day? If so, then we must class methyl alcohol with our most virulent poisons, and this is a conclusion few would care to state. In the second class, of which the average dose is one-half to one fluid drachm, the average amount of methyl alcohol that will be present will be from 30 to 90 per cent., thus making the amount of methyl alcohol given less than a drachm and often less than half a drachm. I must say that I do not look to any startling increase in our mortality tables from such a practice, for I do not believe that these amounts of a pure methyl alcohol will produce effects of any consequence unless the dosage be very, very frequent. Of course, I base this contention on the use of an absolutely pure methyl alcohol; wood alcohol does not enter into this phase of the question at all. In the third group there is room for reasonable doubt, for in these the danger line, if there be one with methyl alcohol, is closely reached; so it would be best to prohibit the use of methyl alcohol in this class until its safety is amply demonstrated. Indeed I might go further and say that we can afford to wait for the official sanctioning of the second class until the safety of methyl alcohol is demonstrated, although I feel satisfied that we can use these amounts of that solvent with impunity. Anyhow, there is a growing objection to the use of preparations in which the amount of alcohol present is so great as to produce its own peculiar effects, and often enough to mask the action of the drug; so these we can leave out.

In concluding this article I will advance the proposition that pure methyl alcohol can be substituted for ethyl alcohol in the preparations just mentioned, with advantage on the score of economy. It is understood that this is presented for discussion, not as a finality, and that the use of methyl alcohol is advocated solely on this basis of economy at the present time. If we can demonstrate that methyl alcohol can be used for the extraction of drugs and for the making of certain kinds of galenicals it will mean a saving of a dollar to a dollar and a half a gallon on the solvent used, a matter of vast consequence. I do not urge the substitution of methyl alcohol for any peculiar advantages it possesses, for as a matter of fact ethyl alcohol has certain marked advantages as a solvent for general use, is easier purified and can be supplied at

a lesser initial cost and in larger quantities. Scientifically the question is one of great interest; financially it is one of great moment. We must be careful not to go too far and defeat our own good by widening the sphere of usefulness for methyl alcohol; remember the tax on grain alcohol!

Not to be dogmatic, I feel safe in saying that it has been proven that methyl alcohol can be taken with safety in quantities up to one ounce in a single dose; I am not prepared to say what the effects will be after long continuation of this dosage, the data being insufficient. Let us divest ourselves of the idea that ethyl alcohol alone has certain properties and uses, and seek to find these in methyl alcohol; ethyl alcohol has the halo of centuries of use hovering over it, and it is hard to divest one's mind of early formed prejudices. Methyl alcohol is the creation of the nineteenth century chemist; shall we be behind him in our work of making practical use of the substance he has placed at our disposal? However, all the theorizing and all the discussion in the world will not do as much to settle this question as will one series of observations carefully conducted by a competent observer. It seems as if this test might easily be applied. Let a series of experiments be undertaken in the laboratories of our colleges to determine clearly the exact nature of the effect of pure methyl alcohol physiologically, its limits of toxic action and its cumulative effects, and let these be done so thoroughly and so carefully that there will be no doubt as to their final answer. The benefit to be reaped by our great manufacturers from the employment of the cheaper solvent should make some of them willing to bear the expense of these experiments, and surely the scientific aspect should appeal to our professors and teachers.

Meanwhile, let every pharmacist make such observations of the effects and practical uses of methyl alcohol as he can, and when data of any value are obtained forward them to his pharmaceutical journal or association. I would not recommend indiscriminate experimentation of the effects of methyl alcohol on one's person, for there is the grave danger of toxic impurities likely to be present, and the risk is too great to be undertaken, except by those perfectly cognizant of it and of the means to remedy any untoward effects. I have tried the effects of small doses of methyl alcohol with safety, but if there should be any desirous of making the same test I would say, Begin with very small doses, and be sure of the quality of your alcohol! In conclusion, I appeal to pharmacists to take up this question with the earnest intention of settling it for once and all. Either determine that we can use methyl alcohol in our work, or that we cannot; no half-way decision.

#### **A New Test for Bile Pigments in the Urine.—**

Guerra communicated to the Academy of Medicine in Turin the following methods of testing for bile pigments, which are said to be superior to the tests described by Marechal and Gmelin (*Giorn. della R. Accad. Med. di Torino*, 1900, No. 5).—(1) A few Cc. of pure hydrochloric acid are poured into a test tube and a few drops of a 10 per cent. solution of ferric chloride are added until the mixture assumes a uniformly yellowish color. The urine to be examined is now added, drop by drop, and at the point of contact of the two liquids a green ring will be formed, the intensity of which will be proportioned to the amount of bile pigments in the urine. (2) A little of the urine to be tested is poured into a test tube and strongly acidified with pure hydrochloric acid. Two or three drops of a 10 per cent. solution of ferric chloride are then added. A green color will appear in the upper part of the acidified urine, and this color will spread through the whole liquid on shaking.

## **STORE MANAGEMENT.**

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### **FITTING UP AND OPENING A NEW STORE.**

**I**N offering advice and suggestions to the young pharmacist who is about to fit up and stock a new store, it is, of course, understood that it is only possible to give here advice of the most general character, for the starting of each particular store is a separate and complete problem in itself, the factors of the problem being, the capital invested, the location of the store, the size and shape of the store room, its environment, the size and character of the city or town, the class of trade to be secured and several other things.

In the first place the pharmacist should acquaint himself as thoroughly as may be with the business field and its active and latent trade possibilities. What amount and kind of business there exists now, and what might be developed by newer or different business methods in this field or locality. He ought to know what volume of trade the locality will afford and the probabilities for the growth and increase of this trade in the future.

He should know the number and class of people in the locality, the number of physicians, their practices and reputations, the other pharmacies that he must come into competition with, the character of their trade and the way they are fitted and stocked.

If the new store is to make a good impression from the start it must be fitted and stocked as well, or better, than its leading competitor, otherwise it will in all probability play second fiddle right from the start. The old way of starting a business in the face of competition was to start small and work your way up. The modern method is to start at the top and work with all your might to stay there. Once in a while this method is unsuccessful, and in that case the loss is large, but it is usually successful, and in that case the struggle for establishing a good trade is not so protracted, being a matter of months where by the former method it was generally a matter of years.

#### **CONCERNING LOCATION.**

In a large or medium sized city success will depend a great deal on location. A store in an out-of-the-way place will be pretty certain to be a failure from the start. A very cheap rent will often lure a man into hiring a badly located store, but he will find later on that he is paying a very high figure for something that would be dear at any price.

Drug stores are not different from other retail stores as regards the value of a good location. The greater the amount of travel by it the greater the volume of business will it be able to secure, for the amount of family trade that it is possible for it to secure is, as a rule, limited by the population of its immediate neighborhood. Whatever amount of business is done outside of this must come from transient trade, and trade drawn from outside the usual limits by superior goods or service. It is generally through transient trade—the trade of the passerby—that



a drug business may be built up to very large proportions.

In considering location be careful not to get on the wrong side of the street. Every well traveled street has a right and a wrong side. The bulk of the travel will be along one side of the street, while the other side will be comparatively deserted. Even on Broadway, New York, rents on the west side of the street are double those of the east side of the street, as the west side is "the business side of the street." The value of location is well summed up in the old business adage "To make money you must go where money is."

In a small town or city—less than 10,000 population—the whole town and part of the surrounding country may be considered as the business field, while in a large city the field will consist of a few city blocks. These few blocks may, however, contain more people than a small town, and it is the problem of the city druggist to reach every person in his business field, and set before them the merits of his establishment and the pharmaceutical service he offers—a much more difficult problem than that which confronts the country druggist.

The drug store, as a rule, is a store of convenience, and people naturally go no further than the nearest one for their requirements in the pharmaceutical line, but the store that can offer the public a superior service to that of the average drug store, and lets the public know of it, will draw its trade from a greater distance and thus enlarge its business field.

#### THE QUESTION OF FIXTURES.

It is not possible to lay down here any hard and fast rule as to what proportion of the invested capital should be laid out in store fittings without having in mind some particular store and the rest of the data to work from, for, as I said before, the fitting of each store is a separate problem.

If the store is situated in a fine neighborhood and aims to cater to a very high class trade, the fittings will necessarily be of a more expensive character than if the store were in a tenement house district or a small factory town.

Polonius's advice to his son: "Costly thy habit as thy purse can buy, but not express't in fancy; neat, not gaudy," is pretty sound advice. The public expect to see drug stores finely furnished, and handsome fittings are in themselves a good advertisement for a pharmacy. As the pharmacist passes the greater part of his waking hours in his pharmacy, the better, more cheerful and finer his surroundings, the better for him, his thought and his work. We are but just beginning to rediscover what the old Greeks knew so well, the influence of his surroundings—form, color and ornament—on man's character and work.

It is generally considered that the cost of fitting up should not exceed 25 per cent. of the capital invested in the business. That is, where the capital invested is, say, five thousand dollars, not more than twelve hundred and fifty should be spent for fitting up. The sum spent for fixtures is, of course, an investment for plant, and the business to be wholly prosperous must, in addition to paying expenses and profit, pay the investor a reasonable interest on the capital invested in plant, and also a sum equal to the deterioration in plant. This deterioration or wear and tear on fixtures will amount to about 5 per cent. yearly of the original cost of the plant. This sum must be expended yearly in repairs on fixtures and replacement of worn out apparatus if the plant is to be kept up to its original state of efficiency and not allowed to run down or get in a state of disrepair and decay.

This estimate is aside from the amount invested in soda water apparatus, which is usually considered as a separate investment, and a separate account of receipts and expenditures of this department is usually kept.

In planning the store and in constructing the fixtures the fact that the business, if successful, will grow, should not be lost sight of, and provision for this growth made, so that it will be easy and less expensive to add more room for the storage and display of stock to the present fixtures. If the wall cases are not carried up to the ceiling at first they should be built so that this may be easily done at some future period should the exigencies of the business demand it, and everything else constructed with an eye to the future expansion of the establishment. I wonder why some enterprising store fixture man does not adopt the plan of the "sectional book case" manufacturers and build fixtures on that system, so that as the druggist required them he could add more "units" to his wall cases or counters. It's a wearying problem to make more room for a growing business in the store that is fitted in the ordinary fashion, and in some cases the only solution seems to be to tear out all the fittings and make a fresh start by beginning all over again. I have been in a store that with a rapidly growing business required more and more room, there was no chance to enlarge the building or take in an adjoining one, and moving was not to be thought of. Consequently every particle of room had to be utilized, and as the original fitting up had not considered the question of growth, the store as it finally looked, after ten years of filling in every nook and corner with all sorts of expedients for storing or displaying stock, like a very much patched up old building; whereas if some attention had been given to the possibility of growth when originally fitted it could have been at all stages of its growth a finely fitted and symmetrically arranged store.

In buying an established store, too, great reckoning is generally made by the buyer, and the seller as well, on the stability of the established trade. "Good will" is not worth paying for, except in rare instances. Unless "good will" really means good location, a good stand, it is of no value; and even if it were the seller could not deliver his trade intact to the new proprietor no matter how good his intentions. "Every tub must stand on its own bottom" in the business world, and it is more true of retail druggists than of any other retail dealers that the fealty of their patrons is to them individually rather than to their establishments.

With few exceptions, when a man buys an established store he finds that the stock and business in more or less run down. The best thing to do, where this is the case, is to make as great changes in the appearance of the place as circumstances permit, putting in new fixtures if possible and fixing things so that the change is noticeable to the most careless observer. The aim should be to convince the public that the store under new management offers better service and better goods than it did before. If they don't see much change in the aspect of the place they may take your statements of improvement "cum grano salis." I once knew a druggist who made a great hit by going through the stock of a store he had just bought, and culling out all the stale drugs, shopworn goods and decomposed chemicals. He put them all in a heap in the show windows, with a big sign on them stating that on a certain day he was going to cremate them, and invited the public to come and see them cremated. He also exhibited in the show windows the new stocks that he had bought to replace the stale goods, and explained that he guaranteed every article for sale in his store to be pure, fresh and full strength. The public



saw him cremate the old goods and inspected the new. They believed his statements, for he had proved them.

As it rarely happens that a pharmacist is so fortunate as to be able to have a store built expressly for him, it is usually necessary to rent one as he finds it and adapt it to his purpose as best he can. One of the things he should carefully look out for is the lighting of the store interior. If it is a corner store, and it almost goes without saying that no other store should be considered for a pharmacy than a corner store, it should have several window openings along the side, as well as the front, that the whole depth of the store may be well lighted.

A well lighted store—a store that the passerby may see the whole interior of at a glance—is a well advertised store. The public is attracted by such a store if it is tastefully fitted up. It says "come in." "Everything open and above board here."

Did you ever observe the manner in which a man approaches a business place that he has never been in? First a quick, cautious look through door or window to size the store up and see what kind of a place he's getting into? If the store is dark and gloomy, so that he cannot see very far into its interior, he will probably shy off and pass on to a store that he can see and judge the character of better. This trait of human nature seems to be a survival of primitive instinct—the animal fear of a trap—a momentary fear of a plunge in the dark.

Nonsense? Consider. Is not the whole object of advertising, window displays, exterior signs, and even the door mat with its invitation "walk in," designed to overcome this timidity, to induce the public to enter your establishment and give you their business? To assure them that they will not be trapped or "stuck," or "skinned," but will receive from you the best value and the best service that they can get anywhere?

#### EFFECT OF COLOR OF FIXTURES ON LIGHT.

For the same reason, the lighting of the store, the pharmacist who fits up a new store should pay particular attention to the color scheme adopted for the furniture and decorations. A badly lighted store may be transformed into a well lighted and cheerful looking place by a light color scheme, and a naturally well lighted store may be turned into a gloomy cave by dark fixtures and heavy decorations.

In selecting decorations and fixtures, lightness, cheerfulness and beauty should be aimed at. It is only possible in the larger and more expensively fitted stores to have the color scheme and decoration designed by a professional interior decorator, but it is possible in the humblest pharmacy to give a light and cheerful interior effect by simply avoiding the use of dark colors in either the wood work or the walls or ceiling of the room.

The artificial lighting of the room should be ample, even extravagant, for it is better to err on the side of extravagance than to have the store dimly lit at night. There are two things at least that the druggist should not attempt to economize on, light and ice.

At the present day when you go to the store fixture man the first thing he will talk about and try to sell you will be mahogany fittings—or cherry finished to imitate mahogany. Mahogany is a very beautiful wood, it has a richness and beauty all its own, and on close inspection is massive, rich, and gives a store a very professional air; but it has this fault, it is too dark in color—in its general effect as a whole—to fit up a store with, as stores are ordinarily lighted. It takes a store with an extraordinary amount of window space, and exceptionally well lighted to stand it, without appearing heavy and gloomy.

If one passes along a street where there are many drug stores—a New York avenue, for instance—he will see this fact well illustrated. With few exceptions the stores that are fitted in dark colored woods—mahogany, antique oak, black walnut and the like—look dark and gloomy by day and dimly lit at night, while the stores that are fitted in light colors are well lighted by day and by night, the whole interior being visible from the street at all times. The lighter colors reflect and diffuse the light entering the store, while dark colors absorb and retain it. The artificial lighting of the store fitted in dark colors will cost more than if the store were fitted in light colors, for it will require a greater volume of light to properly illuminate the room, as well as requiring the lights to be lit at an earlier hour.

One of the handsomest hard woods for store fixtures is white oak, with the grain filled with a colorless filler and the finishing done with a very transparent varnish. Among colors that combine harmoniously with it for wall decorations and the like are light tints of yellow-gray, old blue, silver, moss green. The colors to be avoided in combination with it are the various shades and modifications of red; scarlet, crimson, maroon and browns. The metal work used in conjunction with it should be silvered, not gilt.

Wall papers are made in such unlimited variety of design, coloring and texture that it is possible to follow any predetermined color or decorative effect with them.

#### ENAMELED OR PAINTED FIXTURES.

What are by far the finest and most effectively fitted stores are done in ivory white, or other light tints of enamel, with the ornamental parts of the fixtures picked out in gold or silver. The best and most expensive sort of this work is done over cherry cabinet work. The wood is given five or more coats of enamel and then rubbed down like any fine cabinet work. This gives a hard, smooth, ivory-like surface that is very durable, and can be washed like glass. A cheaper finish is obtained by omitting the rubbing and leaving the enamel in its natural glossy surface. It is fully as durable as the rubbed finish, but lacks its rich, soft looking, smoothly polished surface. Where the work is not to be rubbed down it may be done over white wood, birch, maple, or any semi-hard wood.

Still cheaper are painted pine fixtures, the wood receiving two or three coats of white lead and then two coats of zinc white, the zinc being used for finishing, because it does not turn dark as lead does. Lead must be used for the foundation coats, however, as zinc possesses little body or covering power.

In all cases where enamel or paint is used on fixtures, at least three tints of the selected color must be used to produce an artistic effect. They should all be very light, the first just off the white, the second a shade darker and the third a shade darker still. The lightest tint goes on the panels, the medium tint on the body or "styles" and the darker tint on the moldings and ornaments. The high lights of all ornaments and some parts of the moldings are to be picked out with gold or silver.

Gold goes best with light tints of cream, buff, light golden brown, or pink. Silver with light blues and light greens. "Gold with warm colors, silver with cold colors." The gold used should be gold leaf for the higher grade fixtures. On the cheaper the so-called "gold enamel" may be used. It does not discolor like the ordinary gold paint. For silver, aluminum leaf, or "aluminum enamel" must be used, as silver leaf discolors—oxidizes—very quickly on exposure to the air.

**GATHERED FORMULAS.**

(Continued from page 68.)

**Modern Perfume Formulas.**

Dr. Geo. C. DeLessing contributes to the mid-winter issue of the London *Chemist and Druggist* a note on the use of "concrete" essences in the manufacture of perfumes. They contain no fat. From these essences washings are prepared by crushing 6 drams of the essence in a large mortar, adding 1 drachm of alcohol and triturating to make a smooth paste, adding about a pint of alcohol, pouring off into a jar, and rinsing out the mortar until 128 ounces of alcohol have been used and poured into the jar. This is allowed to stand for 24 hours, and is filtered off, and known as the first washing. A second and a third washing is then made, which are used for later operations on new quantities of the essence. The following formulas are based on the use of the washings as outlined above:

**WHITE ROSE.**

Jasmin, concrete, washing No. 1.....	lbs. 2, oz. 5
Violet, concrete, washing No. 3.....	lbs. 2, oz. 7
Violet, concrete, washing No. 1.....	lb. 1, oz. 2
Oil of neroli (synthetical).....	gr. 10
Oil of patchouli or asarum canadense.....	gr. 20
Oil of rose-geranium.....	dr. ½
Esprit rose oil (1 per cent.).....	lb. 1½
Tincture of orris root.....	oz. ½

All by weight. Mix all well, let stand for two or more hours, and then add 1 pound of rose or ordinary water in small quantities, shaking well after each addition. Let stand for 24 hours, and filter through linen and finely-powdered fullers' earth.

**HELIOTROPE BOUQUET.**

Orange, concrete, washing No. 3.....	lbs. 8
Heliotropol.....	oz. 3 9-16
Oil of ylang-ylang (synthetical).....	gr. 80
Oil of neroli (synthetical).....	gr. 27
Esprit rose oil (1 per cent.).....	oz. ½
Ionone (10 per cent.).....	gr. 43

Mix well, and keep in stock as "oil of heliotrope."

To make inexpensive heliotrope bouquet, take by weight:

Oil of heliotrope.....	oz. 120
Rose, concrete, washing No. 3.....	oz. 100
Rose or ordinary water.....	oz. 180

Mix well. Let stand for 24 hours, and filter, using finely-powdered fullers' earth.

**JOCKEY CLUB.**

Cassie, concrete, washing No. 1.....	lbs. 4
Jasmin, concrete, washing No. 1.....	lbs. 10, oz. 10
Tuberose, concrete, washing No. 1.....	lbs. 9, oz. 9
Tincture of ambergris (1 per cent.).....	lbs. 9, oz. 9
Tincture of civet (1 per cent.).....	lbs. 9, oz. 7
Esprit musk baur (1 per cent.).....	oz. 12
Tincture of orris-root.....	oz. 60
Tincture of Peru balsam.....	oz. 3
Tincture of storax.....	oz. 6
Esprit rose oil (1 in 64).....	lbs. 10
Esprit vanillin (1 in 64).....	lbs. 1½
Oil of bergamot.....	oz. 11
Oil of cloves.....	oz. ½
Oil of lavender (French).....	oz. 1
Oil of neroli (synthetical).....	oz. 11-16
Oil of santal.....	oz. 1½
Esprit heliotropol (1 in 16).....	oz. 4½
Orange, concrete, washing, No. 3.....	lbs. 20
Rose, or ordinary water.....	lbs. 2

Keep this mixture for some days, shaking occasionally. Label "oil of Jockey Club."

To make inexpensive jockey club bouquet take:

Oil of Jockey Club.....	lbs. 2¼
Cassie, concrete, washing No. 3.....	lbs. 3¾
Rose or ordinary water.....	lbs. 2

**VIOLET BOUQUET.**

Jasmin, concrete, washing No. 3.....	lbs. 3
Esprit orris oil, concrete (1 per cent.).....	oz. 12¼
Esprit musk baur (1 per cent.).....	oz. 7½
Oil of lignaloe.....	gr. 8
Oil of bergamot.....	gr. 8
Oil of lemon.....	gr. 12
Rose or ordinary water.....	oz. 49

Mix well, and after two or three days filter through finely powdered fullers' earth.

**WHITE LILAC.**

Rose, concrete, washing No. 3.....	lbs. 10
Tuberose, concrete, washing No. 3.....	lbs. 10
Lily of the Valley, concrete, washing No. 3.....	lbs. 10
Orange, concrete, washing No. 3.....	lbs. 10
Jasmin, concrete, washing No. 3.....	lbs. 4
Oil muguet (Dessire).....	oz. 1 15-16
Oil of rose-geranium.....	gr. 34
Oil rosezone (artificial rose oil).....	gr. 128
Esprit cedar-leaves oil (1 in 64).....	oz. 1¾
Esprit musk baur (1 per cent.).....	gr. 64

Mix, and after three days filter.

**APPLE-BLOOM BOUQUET.**

Oil of ylang-ylang (synthetical).....	oz. 1
Oil of lignaloe.....	oz. 8

Mix well, and keep in stock for some time. Label "oil of apple-bloom."

To make an inexpensive bouquet take:

Violet, concrete, washing No. 3.....	oz. 79
Oil of crab-apple.....	oz. 2
Tincture of cloves.....	oz. 2
Esprit musk baur (1 per cent.).....	oz. 4
Water.....	oz. 41

The above directions are given for the preparation of cheaper articles, but so-called oils can be used in greater quantity than suggested, to produce a suitable article.

I consider it is necessary to give explanation about such articles as heliotropol and rozezone (artificial rose oil). They are prepared in Switzerland, and of specially good quality. Rozezone gives a beautiful effect in mixtures as a producer of natural rose petal odor.

**AROMATIC BATH TINCTURE.**

Tincture of calamus.....	Cc. 250
Spirit of thyme.....	Cc. 100
Spirit of lavender.....	Cc. 50
Hoffman's life balsam.....	100

This quantity is sufficient for a full bath.

**AROMATIC PLASTER (Stomach Plaster).**

	Parts.
Yellow wax.....	34
Tallow.....	25
Turpentine.....	90
Olibanum powdered.....	16
Benzoin powdered.....	8
Oil of nutmeg.....	6
Oil of peppermint.....	1
Oil of clove.....	1

**AROMATIC COTTON (Rheumatic Cotton Wool).**

	Parts.
Cotton.....	500
Camphor.....	5
Oil of pine needles.....	5
Oil of cloves.....	5
Oil of bergamot.....	80
Alcohol, 95 per cent.....	90

Dissolve the camphor in the alcohol, add to the mixed oils, and impregnate the cotton by means of an atomizer.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### Pharmaceutical Review, February.

**Blindness and Death from Drinking Essences Prepared with Wood Alcohol.** By Herbert Harlan.—In this paper, which was read at the semiannual meeting of the Maryland Medical and Chirurgical Faculty, the author cites a number of cases of blindness and death from drinking culinary and medicinal essences prepared with methyl alcohol. The first case on record of poisoning from wood alcohol was noticed in *l'Année Médicale* for June, 1877. In this case, reported by M. Viger, an hour after drinking there came on intense headache, vomiting, profuse sweating, dilatation of pupils and delirium. Next day the delirium was gone, but there was complete blindness. After a week sight began to return, and at the end of six weeks the patient could see to get about. Subsequently he became entirely blind. The symptoms described by Viger resemble those produced by the drinking of peppermint and ginger prepared from wood alcohol. Dr. Harlan himself reports a case admitted to the Presbyterian Eye, Ear and Throat Hospital, of Baltimore. The patient, a male, aged 28, had, on election day, drank seven bottles of Jamaica ginger, and was made drunk by it. He was, however, able to walk home in the evening, a distance of two miles. The family state that he drank seven more bottles and then went to bed. He was very sick, and knew nothing till three days later, when he woke, to find that he was almost blind, but could see to get about. Ophthalmoscopic examination disclosed optic nerve atrophy. He was discharged from the hospital, but little improved, and later became entirely blind. The ginger essence was made by a well-known wholesale drug house of Baltimore. A number of similar cases are reported in which partial or complete loss of eyesight followed the drinking of essence of cinnamon, peppermint lemon or ginger, presumably made with methyl alcohol.

**Examination of "Essence of Jamaica Ginger" that Caused Blindness.** By H. P. Hynson and H. A. Brown Dunning.—The examination of several specimens of essences was undertaken with a view of proving: first the absence of sufficient ethylic alcohol, in the liquids taken by the unfortunates in the cases cited in the previous paper by Dr. Harlan; secondly, that other products and ingredients than those authorized by the Pharmacopœia were used in their manufacture; thirdly, that one of the constituents is wood or methylic alcohol. As a preliminary two distillates were prepared; one from the U. S. P. tincture and one from an equal quantity of the suspected "essence." The respective residues attracted attention, that from the suspected article giving indications of the presence of capsicum. The distillate of the suspected "essence" was found to have a fixed boiling point of 65 degrees. By repeated experiments the authors found that a mixture representing 75 per cent. of wood alcohol and 25 per cent. of ethylic alcohol very nearly resembles the first "essence" distillate. By treating respectively 1 Cc. of ethylic alcohol, the distillate from official tincture of ginger; a mixture of 75 per cent. wood alcohol and 25 per cent. ethylic alcohol, and the product obtained by fractional distillation from the "essence," with sodium carbonate, water and iodine, as in the process for the manufacture of iodoform, results were secured which seemed conclusive. Equal quantities of iodoform (0.1) were found in the ethylic alcohol and the distillate from the U. S. P. product; equal quantities of iodoform (0.023) were

also found in the mixture of 75 per cent. methylic and 25 per cent. ethylic; and the distillate from the "essence," about one-fourth as much as found in the first series. No iodoform at all was formed in either the methylic alcohol or the final product of fractionation. As regards the respective boiling points experiments with similar specimens gave the following results: Ethylic alcohol boils steadily at 78 degrees, U. S. P. distillate boils steadily at 78 degrees. Mixture, methylic alcohol 75 per cent. and ethylic alcohol 25 per cent. boils at 68-69, and runs up to 70-71 degrees. Methylic alcohol boils steadily at 65 degrees, and since the final fractionation of the suspected "essence" boils steadily at the same temperature, it shows conclusively, in the author's opinion, the alcoholic constitution of the "essence" under consideration to be about 75 per cent. of methylic and 25 per cent. of ethylic alcohol. The authors conclude, since tincture of ginger made with ethylic alcohol has never produced the toxic and sight destroying effects described by Dr. Harlan, that methylic alcohol is entirely unfit for internal administration, a conclusion with which we are not in accord. As the editor of the *Review* points out "pure methyl alcohol is one thing, and commercial wood alcohol may be quite another."

**Paraffin as a Substitute for Ether in the Preparation of Extract of Nux Vomica, U. S. P.** By Ferd. A. Sieker.—The author has had good results with the use of paraffin instead of ether for the separation of the oily matter in nux vomica in the process of manufacturing the extract. He prefers it to ether on account of its cheapness, its non-inflammable character and the ease with which it may be separated after congealing. It separates practically everything that ether separates, and in addition an insoluble brown substance that ether does not separate. The process employed by the author is as follows:

One thousand parts of ground drug were practically exhausted by percolation with the U. S. P. menstruum for extract of nux vomica, the alcohol was recovered by distillation and the residue diluted with water to 550 parts. Forty parts of paraffin were added and the mixture heated to 70 or 80 degrees C. and briskly stirred for one-half hour. It was then set aside for 24 hours in a place where it cooled slowly, so that the paraffin had a chance to rise to the top before congealing. The congealed paraffin, and what it carried with it, was separated and the aqueous liquid was then treated in the same manner with 30 parts of paraffin. The paraffin, etc., that was separated was warmed and stirred with 60 parts of water acidulated with acetic acid, and then set aside to cool, when the liquid was separated and added to the more concentrated solution of extract. The mixed solutions were strained through a closely woven but comparatively thin muslin. Filtering through paper was found to be too slow for practical purposes. The strained aqueous solution was evaporated to the consistency of a solid extract and then dried at 65 degrees C. until it was brittle while still warm.

A quantity of this extract, representing 19 Gm. of ground nux vomica, was transferred to a separatory funnel, dissolved in water acidulated with sulphuric acid and shaken with benzine and later with ether.

The benzine removed 0.0065 Gm. or 0.034 of 1 per cent. of a solid substance, which did not impart a greasy

stain to paper even after warming. The ether removed 0.0360 Gm., or 0.19 of 1 per cent. of a dark, solid substance, which was soluble in alcohol and in 75 per cent. alcohol, but not perfectly soluble in 50 per cent. alcohol.

There was no loss of alkaloid. The appearance and keeping qualities of the powdered extract before and after dilution with dried sugar of milk were entirely satisfactory.

*The Measurement of Tints and Shades of Colors.* By Oswald Schreiner.—The author describes a new instrument for accurately measuring the depth of color in liquids and solids in degrees, the invention of J. W. Loribond, and called the Tintometer (the instrument is on exhibition at Eimer & Amend's wholesale drug house at Eighteenth street and Third avenue, New York). The essential part of the instrument, which consists of a double parallel sided, wooden tube, ending in an eye piece at one end and in equal apertures for viewing the color to be measured, are the colored glasses numbered according to their depth of color, and used as standards of color. Only three colors are required for ordinary work, the red, yellow and blue. Each of these scales consists of slips of glass, all of the same color, but differing in depth, these differences being perfectly regular, forming degrees or units, as in the cases of the degrees on a thermometer scale, or of inches on a foot-rule. The instrument is set up facing the light. It is adjusted so that equal quantities of light pass up each tube. The colored light from the object to be measured is transmitted through one tube and the light from a standard white through the other; this standard white light is then intercepted by the graded color glasses until it corresponds in color with the object to be measured, when the numerical color value of the glasses used can be read off. The author illustrates the principle of the tintometer by a few examples. Thus a 1 per cent. solution of cobalt sulphate, when measured in a cell one inch in thickness, gave the following result: Standard glasses used to match the color of the solution gauged 3.7 red; 0.46 yellow, 0.7 blue. Since the three standard glasses superimposed absorb all light—i. e., produce black, the smallest of the three glasses, if all three are used, must be recorded as black. Of the remaining color units used the red and the yellow, after subtracting the neutral tint, yellow produces with the red, orange, and hence must be recorded as such. The visual composition is therefore, black, 0.07; orange, 0.39; red, 3.24. The tintometer is, Mr. Schreiner says, being used in the chemical and other industries. Chemists and metallurgists have used it for measuring the color of metals, either cold, molten in furnaces, or heated for tempering; for estimating the percentage of carbon in steel and the percentage of sulphur in steel, iron, copper, ores, etc.; in water analysis, for finding the degree of color and turbidity in potable and other waters and estimating the color and turbidity of impure water; the quantitative estimation of sulphide of lead, copper, etc.; in Nessler's ammonia test, etc.

*The Examination of Oil of Peppermint for Menthol.* By Ferd. A. Sieker.—The U. S. P. requirements for a pure undementholized oil of peppermint prescribe that a portion of the oil contained in a test tube and placed in a freezing mixture of snow and salt for fifteen minutes should become cloudy and thick and form, after the addition of a few crystals of menthol, a crystalline mass. Mr. Sieker says the method is not always carried out properly, a sufficiently low temperature not always being obtained, and suggests the insertion in the next revision of the United States Pharmacopœia the temperature at which the oil should congeal. Where operators use a

thermometer it is frequently inserted into the freezing mixture instead of into the oil. The author found no difficulty in chilling the oil to—18 to—20 degrees C.

*History of the Art of Distillation and of Distilling Apparatus.*—This is a continued article adapted and supplemented from Hoffmann and Gildmeister's "The Volatile Oils," by Oswald Schreiner.

#### Merck's Report, February.

*The Eye; Its Use and Care.* By Albert Schneider, M.D., Ph.D.—In this paper the author describes the function of the eye, touching briefly upon the physiology and physics of the organ of sight. For purposes of illustration he compares the eye with a photographic camera, which consists of a box blackened on the inside, with an opening in the middle of one side, which may or may not be occupied by a convex lens. Focal points of external objects are refracted by the lens and an inverted image is formed on the blackened wall opposite the opening. The inverted and reduced image of external objects are projected upon the retina of the human eye in the same way by the several refractive media contained in the organ—as the cornea, vitreous humor, crystalline lens and aqueous humor. The crystalline lens is to the eye as the lens or lenses to the camera of the photographer; the iris is compared with the diaphragm; accommodation with focussing; and the retina with the sensitive plate. To maintain the analogy between the photographic camera and the eye the air within the camera is compared with the aqueous and vitreous humors of the eye. The inverted image formed upon the retina has been the source of much discussion by physicists and physiologists. The principal trouble has been that the brain was considered as something behind the eye looking at the inverted image upon the retina. The brain is simply conscious of certain stimuli emanating from the retina, due to the images formed, and does not behold the image itself. Accommodation or the adaptation of sight to different distances differs with individuals. The principal changes to bring about accommodation take place in the crystalline lens. The distance of most distinct vision is usually ten or twelve inches for the normal eye. Persons with considerable width between the eyes obtain a better perspective than those who have the eyes closer together. Good judges of form, as artists, anatomists, etc., must have normal vision, with the eyes well separated. Aberration and the various optical phenomena are noticed and explained. (Continued.)

*The Solanaceæ, or Night Shade Family.* By F. H. Knowlton, Ph.D. (Continued.)—The jimson weed (*Datura stramonium*) is figured and described, and its uses in medicine touched upon. Stramonium is ranked among the thirty most poisonous plants of the United States. Cayenne pepper belongs to the family of Solanaceæ and line drawings of the two commoner spices—*capsicum annum* and *capsicum frutescens*—accompany the article. *Hyoscamus niger*, another member of the Solanaceæ, is described, and the fruit is pictured in line drawing. The author also mentions some of the wild plants of the Solanaceæ, including the black night shade (*Solanum nigrum*), the bitter sweet (*Solanum dulcamara*) and the wild potato (*Solanum trifolium*).

*An Analytical Scheme for the Microscopical Examination of Powdered Drugs.* By Burt E. Nelson.—In this installment of a series of articles the author describes the microscopic characteristics of quillaja, cinnamon, elm, cusparia and xanthoxylum.

*The Official Sodium Salts and Preparations.* By Gustav Bachman, Ph.G., and Prof. Fred. J. Wulling.—

A tabular arrangement of the salts and preparations of sodium for the use of students. In one column is given the official name of the salt, and in the other, parallel columns are described Preparation and Equations, Description and Properties, Tests of Identity, Impurities and Tests, Quantitative Tests, Medical Properties and Doses. (Continued.)

*Medicinal Plant Names.* By F. Ransom.—A continued article reprinted from the *London Pharmaceutical Journal*.

*The Druggists' Circular, February.*

*Polygala Senega and Polygala Alba.* By Prof. L. E. Sayre.—The market supply of senega root is mostly derived from the plant *polygala senega* L. or a variety of this plant, *latifolia*. The cicatrix-like elevation, known as the keel, is not so common in the Northern variety of true senega as in the Southern. The proportion of keel-less root to the keeled is not constant, and this characteristic cannot be regarded as a diagnostic feature. The fact that true senega is occasionally contaminated with false senega root prompted an investigation by the late Prof. John M. Maisch, the results of which are given in the *American Journal of Pharmacy* for 1889. In one article, "*Kansas Polygala*," is named as the adulterant, and this was identified as *polygala alba*. Both *polygala senega* and *polygala alba* are found on Kansas soil. They both produce white flowers, and both yield a milky saponaceous juice. The leaves of the two plants are slightly different. In the *alba* they are linear to oblanceolate, margins slightly revolute; in the *senega* the leaves are lanceolate to oblong lanceolate, margin rough. Professor Sayre says that, although neither of the species named are found in sufficient quantity to make it commercially attractive either to the corn and wheat grower or the herb gatherer to collect, he is not prepared to say that *polygala alba* is not collected somewhere and used as an adulterant of true senega. The microscopic differences between the two roots are not especially marked. In comparing the unkeeled senega with *polygala alba* a difference is noticeable in the knotty crown. The senega is mostly devoid of stem remnants, while in the *alba* these are commonly present. The taste of the *polygala alba* is quite distinctly aromatic, due to the methyl salicylate. The Pharmacopœial descriptions of the true senega are faulty in that they refer to the "keeled" as an essential diagnostic feature. The B. P. modifies the description by the statement, "A section exhibits a horny, translucent cortex, free from starch grains and white, frequently irregularly developed, wood."

Professor Sayre suggests that the Pharmacopœial description be revised, to make it appear that about two-thirds of the root is keeled by the irregular development of the xylem and phloem.

*Practical Suggestions.*—Joseph F. Hosteley describes a convenient tool for shaping glass tubes under the heat of a Bunsen flame, and suggests methods of preventing the formation of rust on metal cork borers.

*A Scheme for the Identification of Iron Scale Compounds.* By Joseph L. Mayer, Phar. D.—Realizing that the various methods for the identification of iron scale compounds are complicated and unsatisfactory for use by pharmaceutical students, the author proposes a scheme embracing a series of steps. Step I, for example, provides for the application of heat to the salt under examination. Citrates and tartrates are indicated by the odor, their presence being confirmed by Step IV. Step II distinguishes between ferric and ferrous iron. A small quantity of the substance being dissolved in water, acidulated with hydrochloric acid and divided into two parts, test

solution of potassium ferrocyanide is applied to one of the portions; a blue precipitate indicates ferric iron; the production of a blue precipitate following upon the addition of a solution of potassium ferrocyanide to one of the parts, indicates ferrous iron. In Step III the presence of ammonia is detected by boiling 2 Gms. of the original substance in 20 Cc. of 10 per cent. solution of potassium hydroxide—an odor of ammonia is given off. The nature of the salt is determined in Step IV. The filtered solution prepared in Step III is divided into three portions of 2.5, 2.5 and 5 Cc., respectively. (a) Slightly acidulate one of the smaller portions with acetic acid and add test solution of calcium chloride: a precipitate occurs; the salt is probably a pyrophosphate. Confirm by (c). Filter and boil the filtrate (or the clear solution if no precipitation has occurred): A white crystalline precipitate appearing after a few minutes indicates a citrate. (b) Slightly acidulate the second smaller portion with acetic acid and add an equal amount of alcohol: A white crystalline precipitate occurring after a few minutes indicates a tartrate. (c) To the remaining portion (of 5 Cc.) add 5 Cc. of a 10 per cent. solution of ammonium chloride, and then add, a few drops at a time, 1.5 Cc. of a 10 per cent. solution of ammonium chloride, and then add, a few drops at a time, 1.5 Cc. of a 10 per cent. solution of magnesium sulphate, agitating after each addition: A white crystalline precipitate indicates a phosphate. Confirmatory tests follow. To the filtrate from the precipitate obtained by the addition of ammonium chloride and magnesium sulphate to (c), or the clear liquid if no precipitate was produced, add a little acetic acid and heat to boiling: A white flocculent precipitate indicates a pyrophosphate.

The detection and identification of alkaloids are provided for in Step V. The various steps in the process are clearly described, and appear easy of operation.

*Professor Lloyd's Hydrastine Morphine Color Reaction.*—Under the caption "A Novel Arrangement of Expert Testimony," Seward W. Williams writes very entertainingly and instructively of the attack on expert chemical testimony contained in Professor Lloyd's novel, "*Stringtown on the Pike*," and incidentally takes to task the editor of the *Western Druggist* for his attack upon chemical experts based upon the statements made in the novel in question. Mr. Williams casts doubt upon the accuracy of Professor Lloyd's observation with regard to the similarity of the reaction obtained with a mixture of morphine and hydrastine, as compared with strychnine, after the application of the chrome-sulphuric acid test. The mixture of morphine and hydrastine does not, according to Mr. Williams, give the same brilliant color reaction of strychnine. The purple color produced by the mixture of the two alkaloids, which so closely resembles the initial color of the strychnine reaction is, indeed, a remarkable and interesting discovery, but the results are easily differentiated. However, Mr. Williams' advice is not to spoil a good story by taking it too seriously.

*Treatment of Simple Cases of Grip.*—"A Hospital Physician" describes the premonitory symptom of grip, and suggests appropriate treatment. In the prodromal stage the treatment is digestive. The bowels should be moved by castor oil or calomel. The first named is to be preferred, on account of its quickness of action. For the pain quinine gr. ii. to v. every three or four hours, is given; or better, salol gr. v. phenacetine gr. iiss. For the "cold" at its onset the following is recommended:

R Spir. camphor. .... m. lxxx  
Spir. chloroformi ..... ʒiiss  
Spir. ammon. arom. q. s. ad. .... ʒiij



M. Sig.  $\mathfrak{z}$ i every two hours.

If the temperature is over 99.5 degrees the patient should remain in bed and receive

R Spir. ætheris nitrosi..... $\mathfrak{z}$ l.  
Liq. ammon. acetat. q. s. ad..... $\mathfrak{z}$ iv

M. Sig.  $\mathfrak{z}$ ss. every three hours till perspiration is induced.

After the pain and fever are gone, even if the "cold" remains, a bitter tonic should be given; a good one being

R Tinct. nucis vom..... $\mathfrak{z}$ ll  
Tinct. cinchon. co., q. s. ad..... $\mathfrak{z}$ ill

M. Sig.  $\mathfrak{z}$ i. t.i.d. in a little water before meals.

As a useful cathartic to be taken during the course of the malady, the following is recommended:

R Fel bovis inspiss..... $\mathfrak{z}$ ss  
Quinin. sulph.....gr. xv.  
Ext. nucis vom.....gr. ii  
Ext. colocynth co.....gr. viiiss.  
Ext. taraxaci..... $\mathfrak{z}$ ss

M. Ft. Mass. in capsules No. xv. div.

Sig. No. i t.i.d. before meals, reducing or increasing the number p.r.n.

#### Pharmaceutical Era, February 7, and 14.

*The Little Things that Affect Credit.* By George G. Ford.—The objectionable business practices that undermine credit—practices of omission as well as commission—are touched upon briefly but sufficiently. Among the former is the failure to keep books of accounts. The man who is known to keep books of accounts, not necessarily an elaborate set of books, but something from which he or others may obtain a correct and intelligent idea of the condition of the business, must command more confidence than his neighboring tradesman who does not keep books. Careful bookkeeping cultivates system and accuracy, both invaluable accomplishments in a business man. Confidence in his ability to pay his debts will also be affected by the manner in which he trusts out his merchandise and collects his debts. It must be remembered that a certain class of accounts is not as good an asset as merchandise, and that the proportion existing between the merchant's stock on hand and the amount standing out will have much to do in determining his desirability as a credit risk. Frequent inventories are desirable. A carefully taken inventory acquaints the owner with his stock in trade, and helps him to determine what goods are undesirable and should be sold. Overbuying has been the first step toward bankruptcy in a great many instances. Insurance is an extremely important matter. A proportionate amount of insurance to stock in trade is an evidence of prudence. In regard to signed statements of the condition of their affairs, a refusal to do so is construed as a desire to conceal existing conditions, and the inference can only be that those conditions are not favorable to the obtaining of credit. A merchant's position in regard to this question makes or mars his credit in a high degree. Of the practices which the author considers unfair or unjust, these are mentioned: Making unjust claims, returning goods, taking excessive discounts, refusal to pay interest, countermanding orders after goods are made, etc. The habitual practice of these things will not only gain for the merchant an unenviable reputation as a man, but will positively impair his credit, and just in proportion to the extent that he is found committing these little acts of trade piracy.

*Medicines of the Mic-Mac Tribe.* By Edmund F. L. Jenner.—A discursive article on the medical lore of the Indians of Nova Scotia. A list of diseases is given, accompanied by the remedies prescribed by the medicine men of the tribe. The author mentions it as noteworthy

that for one Indian, who allows himself to be treated by a "doctor" of his own race, twenty will go to the Government doctor. There are white people who are foolish enough to discard regular treatment for advice from squaws and Indians, and if the "noble red man" can earn a dollar by prescribing wild cat for rheumatism, or oak bark for diarrhoea, he is not much lower in the scale of morality than the Christian Scientist, who charges five dollars a visit and doesn't even throw in the wild cat fat or the oak bark.

*Australian Economic Botany.* By John Plummer.—The practical value of economical botany is not fully appreciated by the Australian Government, according to this writer, who cites the testimony of R. T. Baker, F.L.S., curator and economical botanist of the Sydney Technological Museum, who appeared as a witness before a Royal Commission appointed to inquire into the condition of the Western lands of the State. Eucalyptus oil of the highest quality, fully equal to the best in the market, is now produced in the eastern portion of New South Wales. Out of trees and shrubs in the eastern portion of the State, Mr. Baker, with the assistance of his staff, has extracted camphor, perfumes, dyes and the oils of peppermint and cajuput.

*What is Wine?* Reprint of a portion of a paper in *Bonfort's Wine and Spirit Circular*, in which are described the changes that take place in the transformation of grape juice into wine.

*Cause of Transparency for Heat and Actinic Rays.* A speculative paper from the *Scientific American* on the questions, Is carbon in organic compounds the cause of their transparency for heat rays? and, Is oxygen the cause of transparency for chemical or actinic rays? The author appears to decide the questions in the affirmative.

*Rubber: Its Origin and Sources.* By George T. Branch.—A reprint from the *London Pharmaceutical Journal*, abstracted elsewhere.

#### Pharmaceutical Journal, February 2.

*Further Note on Monsonia Ovata and Bulbine Alooides.*—Calling attention to a new work on "A Contribution to South African Materia Medica," by Andrew Smith, of St. Cyrus, M. A., Dr. Gordon Sharp notes that Mr. Smith gives the Hottentot name of *Monsonia Ovata* as Neeta or Geita (not Keita as Pappe says), and the Kaffir name as i-Gqita. It is reputed to possess anti-dysenteric properties, and is used for colds and inflammations. *Bulbine Alooides* and *B. Latifolia* (Red Root) are both called *rooi wortel* in Dutch and *in-Geelwane* in Kaffir. The tubers are employed in rheumatism after the fever is gone. It is described as producing depression, like salicin. (It may thus contain a substance of the nature of proto-catechuic acid.)

*The Development of Scientific Ideas as Applied to Fermentation Industries.* By Wm. A. Bone, D.Sc., Ph.D., and H. C. Harold Carpenter, M.A., Ph.D. (Part I.)—A continued article reviewing the nature and classification of the ferments, and giving an historical account of the scientific investigation of fermentation. (Continued.)

*Company Pharmacy.* By Clement Fielding.—The Pharmaceutical Society of Great Britain, having agreed to recognize to a limited extent the limited liability companies or corporations operating pharmacies in England and Scotland, protests are being sent up from all quarters. The subject of the recognition of these companies or corporations, which operate, as a rule, a large number of branch stores, forming what would, in the United States, be termed "drug trusts," is at present a real *questio vexata* in England and Scotland. Mr. Fielding



expresses himself in no uncertain terms regarding the proposition to recognize limited liability companies. The new pharmacy bill providing for this is, he says, obnoxious, and the proposition itself cowardly. He expresses the hope that the numerous associations of the country will not only decline to give it support, but will take the opportunity to at once demand that the Council of the Pharmaceutical Society should approach Parliament and ask that the trading of chemists (pharmacists), so far as concerns the compounding of medicines and the sale of poisons, should be conducted and the profits received only by those who have qualified for that work.

**Standardized Preparations.** By Thomas Maben, Ph.C., F.C.S.—A paper read before the Glasgow Chemists' and Druggists' Assistants' and Apprentices' Association, Wednesday, January 23, 1901, in which the author traces the advances of the nineteenth century in our knowledge of the processes for determining and maintaining definite galenical standards. He cites the prosecution of a Jersey City pharmacist by the New Jersey State Dairy Commissioner in 1891 for selling tincture of nux vomica, which was found to be deficient in the amount of extractive required by the U. S. Pharmacopœia then official—2 per cent. and records how in the next issue of the U. S. Pharmacopœia in 1894 the requirement was changed to 0.3 per cent. of total alkaloids, and the 2 per cent. extractive idea was relegated to the limbo of exploded and forgotten ideas. Mr. Maben is convinced that the argument that pharmacy is advancing too fast for medicine is not warranted by the facts. Progress, as far as the history of official standards was concerned, had been slow, but caution in the matter of adopting pharmacopœial requirements and assay processes was advisable, in view of the fact that they might be made the basis of legal proceedings by public analysts. (Continued.)

#### Chemist and Druggist, February 2.

**Note on Pulvis Algarothi.** By F. H. Alcock.—When solution of antimony chloride is added to cold distilled water a white microcrystalline precipitate appears, which falls slowly. If the vessel be laid aside for a few weeks it will be found that the color of the precipitate will have changed to a reddish brown, and the crystals will have become large and flaky, in some instances their size being quite one-quarter inch wide. This will explain why many precipitates are more easily collected, washed, and dried after they have been allowed to stand for some days, and also why creta præcipitata varies so much in its micro-character and "grittiness."

**Chilblain Remedies** are discussed by the editors, and it is noted that calcium chloride given internally in doses of 10 to 20 grains is the most modern remedy. As to external remedies, soothing applications consist of mixtures of liniment of belladonna, soap liniment and chloroform, in the proportion of 1 ounce of lin. belladonna and ½ ounce chloroform to 2½ ounces of soap liniment. Astringent remedies are often successful, a 25 per cent. solution of tannin in alcohol being used. The application of a mixture of ichthyol ointment (30 per cent), and naphthol liniment (10 per cent. in a mixture of equal parts of alcohol and olive oil), has been recommended. The editors state that Mr. Bailey, of Margate, mentions in his Pharmacopœia the following as a specific:

Capsicum in coarse powder.....	oz. 1
Carbon disulphide.....	oz. 20
Oil of wintergreen.....	dr. 1
Guttapercha.....	oz. 3

Digest for three days and strain. Apply with a camel hair brush once or twice daily.

In the case of broken chilblains, a healing and stimulating ointment is indicated. The following is good:

Venice turpentine.....	oz. 1½
Castor oil.....	dr. 6
Collodion.....	oz. ½

Apply with a brush.

Some of the above remedies are quite suited, it is noted, for counter adjuncts, but in the case of poor customers the use of a camphor roll can be recommended as both cheap and effectual.

#### British and Colonial Druggist, February 1 and 8.

**Hydrosulphate of Ammonia.** By J. P. Catford.—A paper read at a meeting of the Liverpool Pharmaceutical Students' Society on January 24, which describes a method of verifying the weight and volume of combined gases in the composition of the salt.

**Cannabis Indica and Physiological Tests.**—An animated discussion is being carried on in the correspondence columns by Wm. Mair, F.C.S., of Edinburgh, on the one hand and Parke, Davis & Co., of London, on the other, regarding the value of the physiological test as applied to certain vegetable drugs, and especially cannabis indica. Mr. Mair declares it obvious that it is impossible to institute standards for inconstant drugs by infinitely more inconstant organisms, and he quotes Dr. A. R. L. Dohme, of Baltimore, in support of his contention. Parke, Davis & Co. point out that Mr. Mair's statement is but an expression of his personal conviction, based chiefly upon experiments made ten years ago, and stress is laid upon the fact that Parke, Davis & Co.'s test for cannabis indica consists in ascertaining what quantity of the preparation being manufactured is required to produce in a certain set of, say, one dozen animals, exactly the same phenomena that can be secured from the administration of a certain amount of an extract which has been adopted as a standard. The firm make the claim that different batches of the physiologically standardized cannabis indica produce practically the same results in the same subject. A covert objection is made to Mr. Mair's assumption of knowledge in this particular field on the alleged ground that he is not a pharmacologist, but a chemist; which is hardly in accordance with the facts, Mr. Mair having some reputation both as a pharmacologist and pharmacognosist.

#### Pharmaceutische Zeitung, December 26, 1900.

**The German Pharmacopœia and Its Past.** By Hugo Maubach.—Arabian physicians had books that could be designated as Pharmacopœias as early as the ninth century. In the eleventh century the famous medical school of Salerno had Pharmacopœias of its own. In the sixteenth century, Valerius Cordus, Professor in Wittenberg, was commissioned by the Council of the city of Nuremberg to draft a Pharmacopœia. Thirty years later the Augsburg Pharmacopœia was added to the existing number of hand-books of pharmaceutical practice. In 1796 the first handbook of the art of pharmacy appeared from the pen of Johannes Westrumb, a pharmacist in Hamelin. In 1804, a book called "Deutsches Arzneibuch," was published in Gotha, by Ettinger, and edited by Dr. Schlegel and Dr. Wiegand. This work imitated the Pharmacopœia Danica of 1772 quite closely. It was printed in the German language, and thus it is seen that Latin was rejected even at that early period by the practical pharmacists. This book was a private publication, and its formulæ were not compulsory for any one. The beginnings of the German Pharmacopœia may be traced to the Pharmacopœias of the various States of the German confederation, which are fully described in Scherer's

publication, *Literatura Pharmacopæarum*, Leipzig. The first edition of the *Pharmacopæa Germanica* was issued in 1872, the second in 1882. These books were printed in Latin, but it was found that so many German pharmacists lacked the necessary knowledge of Cicero's tongue that commentaries had to be published in German. Such were the commentaries of Mohr (1874) and of Hager (1884). In conclusion the author criticises the lack of editorial care which has been noticed in the new edition of the *Arzneibuch*. He recommends that in addition to the scientific commission there should be appointed for the next revision an editorial committee of two or three trained men, who will edit the manuscript and correct the proofs of the work.

**The Quantitative Determination of Sugars with Fehling's Solution.** By Herr Utz, Military Pharmacist.—The author discusses the value and comparative efficiency of the various methods of applying Fehling's solution in the quantitative tests for sugar. In solutions in which a large quantity may be expected, as in milk, syrups, etc., he recommends the following procedure: The amount of copper contained in the reduced  $\text{Cu}_2\text{O}$  need not be determined, but instead the amount of un-reduced copper in the solution, after the reaction has taken place, can be measured by taking 50 Cc. of the filtered solution away from the total of about 350 Cc. used in the reaction. A filtration is often not necessary, as the reduced copper settles promptly and evenly in the flask or beaker and the supernatant liquid to be tested for the un-reduced copper can easily be pipetted off. The asbestos filter is the best for this purpose, however. As the result of considerable experience with this method the author proposes the following modifications: After boiling the Fehling's solution with the sugar solution to be tested for a sufficient length of time in a porcelain dish with a glass cover, a considerable quantity of boiling distilled water is added, and the mixture is rapidly filtered through a quantitative filter (Schleicher and Schuell). If any of the fine copper precipitate goes through this filter the solution is poured back into the funnel until it comes through perfectly clear. The residue of precipitate which remains in the porcelain dish, as well as the filter, are now washed with hot water until a sample of the filtrate does not turn red on addition of a solution of phenolphthalein, nor after acidifying with acetic acid and adding a drop of a solution of ferrocyanide of potassium. The filter is dried in the drying oven and reduced to ashes in a platinum crucible. The residue, and any copper oxide adhering to the sides of the porcelain dish, are dissolved in dilute nitric acid, washed into an Erlenmeyer flask by means of a stream of water, and the solution of copper thus obtained is dealt with in the manner spoken of in the first process.

**Wine of Condurango.** By Georg Weinedel.—The wine was prepared by the author from condurango bark in very small pieces obtained of Cæsar and Lorentz in Halle. Four hundred Gms. of the bark were macerated for eight days, with 4,000 Gms. of wine at a temperature of 18 degrees C., the vessel being frequently shaken during this interval. The residue of the bark was then vigorously pressed out and the preparation allowed to stand for five days. It was then filtered. Various wines, including Hungarian (Tokay?), sherry, Malaga, port Lacrima Christi, Madeira, Malvasier, Marsala, Tarragona and Cape wine were used, and after filtering the specific gravity and the amount of extract were determined. Hungarian wine, Malaga, Marsala and Cape wine showed a sediment after a week; Lacrima Christi after three weeks. The other wines gave no sediment. A bottle prepared with port wine stood for a year without showing a trace of sediment. The most extractives

were dissolved by Hungarian wine (Tokay?), port and Madeira. These wines are therefore the most suitable menstrua for condurango wine. They may be used as such or with the addition of a small percentage of alcohol. The following formula for a condurango wine to be sold at the general sales counter has been tested by the author and found very satisfactory:

	Grammes.
Condurango bark.....	500
Gentian root.....	100
Citric acid.....	20

are macerated with

Alcohol, 90 per cent.....	250
Brandy.....	250
Sherry wine.....	2,500
Malaga wine.....	2,500

for eight days, then expressed, and

Simple syrup.....	500
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is added. The preparation is allowed to stand for 14 days, and the sediment is then filtered. In this manner one can prepare a wine faultless in color and appearance, and agreeable in taste.

*Schweizerische Wochenschrift fuer Chemie und Pharmacie (Journal Suisse de Chimie et Pharmacie), December 1, 1900*

**Zymase, a New Ferment.**—Professor Buchner, of Munich, succeeded in isolating from beer yeast a liquid capable of producing saccharine fermentation without the intervention of living cells. Further researches by the same observer showed that the alcoholic ferment was a soluble albuminoid enzyme which he named zymase. A number of English observers repeated Buchner's experiments with yeast of high fermentation, such as is employed in England. Their work has so completely contradicted the observations of the Munich professor that it is worth publishing, if on no other account. Allan MacFayden, in collaboration with Messrs. Morris and Rowland (Proceedings of the Royal Society. Volume LXVII, page 250-266. November 14, 1900) found that the liquid obtained from yeast in the same manner as that employed by Buchner did not respond to the tests which are applicable to all ferments. In the first place they found that the beer yeast underwent an autofermentation, and that the presence of sugar tended to impede this autofermentation. They also found that dilution diminished the degree of fermentation, and that the addition of physiologic salt solution almost arrested the process. The paralyzing effect on fermentation produced by the addition of water is so diametrically opposed to what we expect of enzymes in general that this fact alone seems to disprove Buchner's theory. Another curious fact is the partial disappearance of the sugar in the process of fermenting a sugar solution. The carbonic acid and the alcohol formed do not correspond in quantity to the amount of sugar, and yet the remaining portion of sugar cannot be found. If the mixture of sugar and yeast liquid is heated, however, the missing sugar reappears. So that there is no reason to believe that some constituent of the yeast juice prevents the determination of the missing sugar by ordinary means. MacFayden and his collaborators therefore incline to retain the theory that protoplasmic life is necessary for the activity of yeast fermentation.

**Concerning Magnalium.**—Magnalium consists of a mixture of aluminum, with 20 to 30 per cent. of magnesium, for purposes of durability and of 2 to 10 per cent. of magnesium for purposes of ductility. By means of this alloy the difficulties of working aluminum are overcome. It has already been described in the AMERICAN DRUGGIST for December 10, page 341.

## Queries and Answers.

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Cough Mixture for Comment.**—J. C. C. writes as follows: "The subjoined is a recipe for a cough medicine which I call Nature's Cough Remedy. I put it up and send it out in 4-ounce ovals to retail at 50 cents. The dose for adults is one teaspoonful. Would you kindly criticise the formula?"

Syrup scillæ,  
Syrup ipecac. of each.....min. 160  
Ammonium chloride.....gr. 160  
Codeine .....gt. 8  
Syrup white pine comp.....gs. ad. 3iv

The codeine is dissolved in about 1 drachm of alcohol before adding it to the compound syrup of white pine, which is made from Sharp & Dohme's Fluid Extract White Pine Comp. I experienced more or less difficulty in dissolving the ammonium chloride. Would you use the granular or the powdered ammonium chloride? There is some complaint against the taste. The finished product is a little muddy. Any suggestions, criticisms, comments upon same, as to method of mixing, name or change in formula will be gladly received.

The mixture as it stands is somewhat highly concentrated, and we are not surprised to learn that it deposits or becomes muddy. There is here a direct incompatibility between the ammonium chloride and the codeine, ammonia being liberated from the first named salt. As morphine is a constituent of nearly every preparation sold under the name of syrup of white pine compound, there is a possibility of precipitation occurring when the ammoniated codeine solution is added to this syrup, the codeine being credited with the property of liberating morphine from its salt. We would suggest the use of codeine sulphate instead of the pure alkaloid, as the former is twice as soluble in water as the latter, and it does not disturb the morphine. As the ammonium chloride is a disturbing factor in this formula, it would be better to omit it entirely; it is not compatible with either codeine or morphine. We are not familiar with the composition of Sharp & Dohme's preparation of compound fluid extract of white pine, and cannot therefore speak definitely of its behavior under the circumstances noted.

**Ferric Chloride and Mindererus' Spirit React in a Prescription.**—B. R. submits the following prescription, and inquiries the cause of the white precipitate which makes its appearance when the solution of ammonium acetate is added. The prescription reads:

Tinct. ferri chloridi.....3iij  
Acid phosph. dil. ....3iss  
Spirit æther. nit. ....3ss  
Liq. ammon. acet. ....3i  
Elixir aromat. ....3ij  
Aqua .....ad. 3vi

There is an incompatibility here between the ammonium acetate and the combination of ferric chloride and phosphoric acid. The precipitate which forms upon the addition of the mindererus' spirit consists of iron ammonio-phosphate.

**The Nature of Ambergris.**—E. J.—It is generally agreed among those who have investigated the subject that ambergris is a product of disease in the whale. It is an amber colored calculus or deposit containing a proportion of a black pigment and some excrementitious matters. The spermaceti whale-fishing grounds of the Antarctic Ocean are the source of most of the ambergris of commerce. It is a rare find for the whaler, and as the

spermaceti whales are fast becoming extinct becomes scarcer every year. It has not been found in any whales but such as were dead or sick, which is mentioned as proof of the disease origin of its production. Ambergris, although it has only a faint aromatic odor of its own, is largely used in perfumery as a fixative for floral odors which are in themselves evanescent. It is found in pieces of various size, generally in small fragments of an opaque rounded appearance, but sometimes in pieces so large as to weigh nearly 200 pounds. It has a soft, waxy consistence and little or no taste. Ambergris was formerly esteemed in medicine combined with articles nearly as expensive as itself; thus the composition of the *Species Cordiale temperata* of Bate's Dispensary was made up of ambergris, musk and pearl, 2½ scruples—which was the dose of the species—containing 1 grain each of ambergris and musk and 12 grains of pearl. It has been believed to possess a stimulant action upon the nervous and circulatory systems, having a special effect upon the generative organs. It was official in the French Codex in the form of a 10-per-cent. tincture. The stories which are current regarding the use of ambergris in the refining of gold have no foundation in fact, but are largely old women's tales. Two varieties of ambergris are found in commerce, the gray and the black, and both command high prices; the former being quoted at \$30 per ounce, and the latter at \$20 per ounce.

**Recipe for Criticism.**—C. R. G. submits the following which he puts up as a specific for gonorrhoea, and asks us to criticise the formula:

Ol. sandal.....gtt. xv  
Bals. copalba.....3i  
Ol. juniper.....gtt. xv  
Ol. myristicæ.....gtt. x  
Ol. cassia.....gtt. x  
Ol. haarem.....two botts.  
Red clover fld. ext.....3ss  
Ol. lini, q.s. ad.....3iv

M. Sig. One-half to one teaspoonful three times a day.

Having in view the purpose for which this mixture is intended it impresses us as a compound that would be likely to prove irritating to the organs affected. It would be next to impossible to make an elegant mixture with the ingredients named, and it is at the same time difficult to suggest a remedy without recasting the entire formula. It would improve the mixture from a therapeutic standpoint to increase the amount of oil of sandal and omit the oils of nutmeg and cassia. We should also advise dropping the Haarlem oil and adding sufficient solution of potassa to saponify the remaining oils and render the mixture slightly alkaline, which would be a desideratum in a mixture of this kind.

**Carnation Pink.**—C. R. G.—The distinctive odor of the carnation pink perfume is obtained by blending rose with cloves, and various formulas have been devised for the production of an odor resembling that of the flower. The simplest form has the following composition:

Oil of cloves.....min. 20  
Rose extract.....oz. 14  
Orange flower extract.....oz. 7  
Essence of vanillin.....oz. 3¼  
Solution of carmine.....qs. to color

Macerate a week and filter.

A superior article is afforded by the following:

Oil of cloves.....	M v
Cassie extract.....	3iv
Jasmine extract.....	3ij
Orange flower extract.....	3iv
Rose extract.....	3vii
Essence of civet.....	3ij
Essence of vanilla.....	3ij
Tincture of storax.....	3i
Spirit of ylang-ylang.....	3iv

Mix and macerate a week or two before filtering.

Askinson, in "Perfumes and their Preparation," gives a formula for Extract of Pink, which may be taken as the standard for the superior carnation pinks of the market. After remarking that this pleasant odor occurs in commerce only as an imitation, a formula is given as follows:

Extract of cassie, from pomade.....	pints 2½
Extract of orange flower, from pomade.....	pints 2½
Extract of rose, from pomade.....	pints 5
Tincture of vanilla.....	fl. oz. 20
Oil of clove, a sufficient quantity, about.....	grains 75

The oil of clove which determines the characteristic odor of this extract is dissolved in a little alcohol; of this solution enough is gradually added to the mixture until the odor has become sufficiently strong.

#### Carnation Pink Sachet Powder.—C. R. G.—

The latest fad in sachet powders is a powder of granular consistency obtained generally by the use of bran as a basis. This is colored artificially to correspond with the odor after which the sachet powder is named. Carnation pink is so colored by means either of a solution of eosin or ammoniacal solution of carmine. The following formula is suggested as a type. The quantity of ingredients should be modified to suit the taste; thus it may be found necessary to increase the amount of otto of rose and diminish the quantity of lavender oil. It would be well to experiment with small quantities of the solid ingredients before determining the amount of perfume to be added:

Oil of cloves.....	drops 5
Otto of rose.....	drops 10
Oil of neroli.....	drops 12
Oil of sandal.....	drops 20
Musk.....	grains 2
Pimento.....	drachm 1
Tonka beans.....	drachms 2
Patchouli leaves.....	oz. ½
Lavender flowers, dried.....	oz. 1
Orris root, in powder.....	oz. 1
Bran, coarsely powdered.....	oz. 1

The oil of cloves should be dissolved in a little alcohol, and added in sufficient quantity to give the desired odor in combination with the rose. The odors of rose and cloves should predominate.

Another formula which has been recommended is the following:

Bran, in coarse powder.....	oz. 12
Lavender flowers.....	oz. 6
Patchouli leaves.....	oz. 3
Cloves.....	oz. 1½
Tonka beans.....	oz. 1½
Musk.....	grains 12
Oil neroli.....	drops 60
Otto of rose.....	drops 60
Oil sandal.....	drops 120
Oil lavender.....	drops 60
Solution of rosin. q.s.	

Mix.

One of the oddest advertisements ever gotten up by a New York retail druggist is the Chinese calendar for 1901, which Matthew Kramer, whose establishment is at Mott and Worth streets and Chatham square, has liberally distributed to the Celestial storekeepers and others of Chinatown.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### DULL SEASON ADVERTISING.

OF all the basic principles of advertising the one most commonly violated is that of continuity. Thousands of druggists follow the method of advertising only during the spring and fall seasons, just before holidays or at other irregular times when business is apt to be best. The man in retail trade who does this is utterly wrong. The combined judgment and experience of the whole advertising world is against him. He does it because he does not know what advertising is or what it does. If he deliberately set out to render futile the advertising he does do, he could not take any better method than to allow people to forget him during the months when they have the most time to remember him. When the dealer is busy his customers are quite apt to be busy, too. This is specially true in country communities. At the time the dealer advertises the customer has little time to read advertising, and pays less attention to it than at other seasons of the year. It is a trite saying in advertising that when a business is sick is when it needs medicine. This is true enough, but it is not the whole truth. Advertising is a sort of trade tonic needed most when vitality is low, but needed all the time. Like cod liver oil it is more of a food than a medicine, and the way to grow upon it is not to alternate feeding with starving.

Every merchant who has won success through continuous advertising has, I dare say, noticed this: That at few times in his experience have the immediate returns from his ads seemed to justify the outlay, though the general growth of business from month to month and year to year is wholly satisfactory. This is because the indirect returns from continuous advertising are always greater than the direct ones. The spasmodic advertiser never gets his share of these greater returns. He gets some direct results and but little more, because at the end of each season he kicks out from under himself the foundation he has reared instead of continuing to build upon it, and the next season begins all over again.

The compelling force of advertising is a sort of hypnotic influence gained by persistent, continuous effort. If just when you are getting your subjects under control you release them, you lose the effect of all you have done.

The dull seasons of the year are the times when you have your best chance to get hold of people. Likely enough your competitors let up on their advertising, and by continuing you have the whole field to yourself. You have an opportunity at these times to call attention to many items which can be given no chance at busy seasons. And, best of all, you have an opportunity to get a grip on the attention of people that will help to make all your later advertising more effective. No retail merchant ever won the best rewards of advertising who advertised spasmodically at busy seasons only. None ever will because he violates a law as fundamental and immutable as the law of gravitation.



#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Nichols & Sanborn Co., Northfield, Vt.*

## Do You Smoke?

A cigar salesman for a leading wholesale house said recently that in country towns he sold the best and largest line of cigars to the drug stores.

This is undoubtedly true and it demonstrates two things:

First, that the Drug Store carries the best line of cigars.

Second, that the large drug store trade shows that people are beginning to understand where they can obtain the best smoke for the money.

We pride ourselves upon the line of cigars which we carry in stock in Five and Ten cent goods.

If you become a customer we can demonstrate to you that we have the best brands—cigars to suit every taste.

**Choice Cigars in Boxes of 12, 25, 50 and 100.**

Nothing makes a more appreciated present for a friend who smokes; nothing makes a better present to yourself if you smoke.

**Nichols & Sanborn Co.,  
DRUGGISTS AND STATIONERS,  
CORNER STORE, NORTHFIELD.**

THE PRIZE ADVERTISEMENT.

### CRITICISM AND COMMENT.

The cigar advertisement of the Nichols & Sanborn Co. is much better than the average cigar talk. It is well displayed, and the slight news element injected into the first sentence is apt to secure a reading for the remainder. While these advertisers had attention, however, it would have been well to focus this attention on a leading five and ten cent brand. If you wish to move people you must give them a definite impulse. Particular mention of one or two brands would perhaps have brought noticeable results, which the present ad is not apt to do, though its general effect will be beneficial.

### DIFFERENT METHOD ADVISED.

EDITOR BUSINESS BUILDING:

Inclosed find some ads. we used during the month of December. We constantly read your department with great benefit. Would say that we used five to ten lines of locals each day in connection with the display ads. FRANK T. BABBITT.  
Corry, Pa.

These ads, while good, are not suitable for reprinting now, as they are devoted to holiday goods. They will be filed for possible use at the proper season. It would be difficult to find any fault with the matter of the ads. It is good advertising in every respect, but there is some question as to whether it is wholly adequate.

Different items are exploited in each ad. In the one for the week of January 2 books and calendars are mentioned. They get no further mention in later ads. It is doubtful if it was advisable to have nothing further to say about so important an item as books. The better plan, I think, is to lessen the amount of comment as Christmas approaches and to keep all the lines before the public. The reminder received three weeks before Christmas is not apt to be remembered amid the rush of holiday buying. It pays to exploit the whole stock from the time buying commences. If ample space can be used, comment on the in-

dividual items is advisable, but a mere list of goods is better than no mention at all.

### STUDY GOOD MODELS.

EDITOR BUSINESS BUILDING:

Inclosed find some ads we have been running in our county paper. I wish you would criticize them and show me how to improve them.

H. T. SWIFT,  
with GEO. M. BROWN.

Memphis, Mo.

I think what is chiefly needed in this instance is a study of good models of advertising. The ads say what is said with some directness, but they are rather conventional in thought and expression. The writer should freshen his view by studying his subject. He should try to develop the latest news element in his topic. There are many sides to every question, there are many arguments that can be presented for the purchase of anything in a drug store. These ads are not as readable as they should be, because what is said is about the least that can be said, and it is said too tamely. Notice the way successful advertisers present their facts; notice the various arguments they present. Also believe in your subject more and express it more forcibly. For instance, take one of these ads, which is as follows:

"Do you know that Combs' Chicken Cholera Cure will keep your poultry healthy and in fine condition? It is the best chicken cholera medicine on the market."

This ad consists of two assertions. They are true or not true. If true it will be well to be more forcible in expressing them. A mere bald assertion is quite apt to glance off people unless it has a good deal of steam back of it or is supplemented by further argument or proof. If you believe these statements put some conviction into your ad. Adopt some such heading as "Your chickens insured?" and tell them that no poultry owner can afford to overlook this remedy, that it absolutely prevents chicken cholera and other diseases, that there is no question about it at all, that it has been tested so thoroughly that no doubt whatever of its merit exists, that it is a privilege to guarantee it, that you want the buyer to have his money back if the remedy does not prove wholly satisfactory, etc. You should be able and willing to say these things and a hundred more of a remedy in which you have enough confidence to put on the market. Believe in your goods, and then talk as though you believed in them. Employ every argument that exists in their favor; tell everything you know about them; answer all possible questions in regard to them. You can't tell everything in a single ad, for I dare say there exists enough material to write a new ad on this remedy every day for a year. Dig out this material, and in digging you will develop an insight into advertising that will illuminate every other subject you have to talk upon.

### BALLAGH'S BULLETIN.

W. T. Ballagh, Nevada, Mo., issues a small store paper with the above title. It is an interesting publication, neatly printed on good stock. It is made up of ads in reading and display style interspersed with some miscellaneous material. This is a medium that will prove of value if used persistently. The introduction should put readers in a proper frame of mind. It is as follows:

"If you buy an article in my store and find it in any way unsatisfactory, return it and get your money.

"I do not at any time want your money unless you are satisfied that you have your money's worth in exchange for it. I am not sentimental about this; I know it will pay me to treat you well."



## TO AMEND THE PHARMACY LAW.

Bills Introduced at Albany.

The pharmacists who are opposed to the present pharmacy law have shaped their sentiments regarding it into the form of amendments, and the bill providing for these changes was introduced into the Senate and Assembly at Albany simultaneously last week by Senator Donnelly and Assemblyman Rainey, respectively.

The amendments provide as follows: That all licensed pharmacists and druggists residing in the eastern section shall participate in the election for members of the State Board for that section; thirty days' notice shall be given for such election; that the records of licenses shall be open for inspection to all citizens of the State; that any one having a certificate of assistant pharmacist and presenting the necessary affidavit as to experience be granted a license as a licensed druggist; that any one who holds a license or a certificate of registration as a pharmacist granted by any legally constituted Board of Pharmacy shall, on payment of fee and surrender of certificate, be granted a license as a licensed pharmacist anywhere within the State.

The amendments also provide for the payment of any surplus after the expenses of the board have been paid into the State Treasury, and authorizes the State Controller to examine the books of the board. The law is made uniform throughout the State. The right of women to obtain a license is made clear and the fee for examination is changed from \$10 to \$5. It provides that drug stores need not be registered.

In talking of the action Dr. A. L. Goldwater, president of the Greater New York Pharmaceutical Society, said:

"These amendments would have been introduced earlier but for an error in drawing them up, by which the sections of the old bill to be amended, or struck out entirely, were not included. We have every hope that in their present form the amendments will be adopted, and on Friday evening (Washington's Birthday) there will be a meeting of the Greater New York Pharmaceutical Society at Imperial Hall, Fifth-fifth street and Third avenue, at which the amendments will be thoroughly discussed and indorsed, and at which Lawyer Julius Levy, who drew up the bill, will be present to give all necessary information.

"We have not yet arranged for our representation at Albany when the amendments come up in committee, but that will be attended to in good time. We shall have good speakers and men who have the interests of the pharmaceutical profession at heart. Lawyer Levy will be with us, and our showing will be one to prove to the legislators that the changes are absolutely demanded by the druggists of this section of the State at least."

Lawyer Levy is equally hopeful of the success of the amendments, as is John Gallagher, of Jay and Concord streets, Brooklyn Borough, who was instrumental in having them drawn up.

"To my mind," said Mr. Levy to an AMERICAN DRUGGIST representative, "the present measure is unconstitutional, and we could have defeated it in its entirety if we had gone about to do it. Recent decisions have been handed down which prove that there are several points in the new bill that able judges would not have allowed to continue as law, notably that relating to the disposal of the funds derived from the pharmacists of the State. Still we realized that fighting the bill as a whole was a most expensive undertaking, while the same end could be gained by these amendments.

"I intend to be present at the hearing in committee, and I hardly believe that the arguments to be presented in favor of the amendments can be easily controverted."

## AS TO AMENDING THE LAW.

In connection with this subject we are in receipt of the following communication:

To the Editor of the AMERICAN DRUGGIST.

Sir: In your issue of January 28 appeared under the heading of "Views of a Member of the Board" a few remarks by Prof. Geo. C. Diekman, and while I have not yet affiliated with those engaged in the agitation to amend the law, my sympathy for the movement prompts me to speak a few words in reply, which words I trust Professor Diekman will take in an entirely impersonal way, and recognize that I speak only with a view to the best interests of our mutual profession. He says he is of the opinion "that it is extremely short sighted to begin seeking to amend the law just as it is put in operation," and on this point I wish to distinctly take issue. One does not have to wear a pair of shoes until the soles drop off from age to discover they do not fit, and a man need not be a

jurist to know that laws gain strength with time; that when we permit evils to pass unchallenged at the outset we become accustomed to their presence, and tolerate their intrusion, even though our rights and liberties are violated. There is an inertia which comes from the toleration of abuses which is more difficult to overcome than evil itself, and it is to-day the curse of our great city and the chief menace to our democratic institutions. That "eternal vigilance is the price of liberty" is as true to-day as when the words rang their first alarm, and it is as true in the minor affairs of life as in the great. If there is a menace to us in the new law, and no one with discernment can fail to perceive that there is; and if it affords opportunity for the oppression of any one, for chicanery or for blackmail, now is the time to strike out the objectionable features.

Now, before those who may be in a position to avail themselves of its defects intrench themselves in power, arm themselves with the weapons it provides, and obtain an advantage through which they may safely deny us when we would appeal, and intimidate us when we would protest. The present board and the present secretary may be models—they may be paragons of virtue and character, but who can guarantee that the next board and the next secretary will be likewise? The members of this board are in an enviable position. They may, if they so elect, thrust selfishness behind them, and by union with the movement to rectify the defects in the law show fealty to their fraternity and to justice. The eyes of the drug trade are upon them. "To be or not to be." Let me say to them in all kindness, without any insinuation or malice, that it is not only well to avoid evil, but to avoid the appearance of evil, and when work is to be done for the right it is the duty of the righteous to assist.

VIGILANCE.

New York, February 12.

## Military Pharmacists Lose.

Assembly bill No. 231, amending the military code of the State of New York in several particulars, has passed both the Assembly and the Senate, and will probably receive the signature of Governor Odell, although strenuous efforts are being made to induce him to veto the measure, as it does away with the grade of military pharmacist, reducing that officer to the rank of sergeant. In this connection the following letter was sent to the Senate and Assembly:

AN OPEN LETTER TO THE SENATE AND ASSEMBLY OF NEW YORK STATE.

New York, February 11, 1901.

Dear Sirs: At the hearing held before the Senate Committee on Wednesday, the 6th inst., in relation to amending the "Military Code," Assembly bill No. 231, General Hoffman openly admitted, in answer to a question put by one of the undersigned, that the officers who had authority in the matter had "held up" the appointments of the "Military Pharmacists;" that they simply would not appoint them.

The law on this subject, passed by the Senate and Assembly of 1900, reads: "A regiment shall consist of not less than eight nor more than twelve companies, troops or batteries, and of one colonel; . . . one military pharmacist, of the grade of first lieutenant. . . ." In not more than three instances has the military pharmacist been appointed, and we therefore charge that a small coterie of the highest officers in the National Guard are holding themselves above the law of this great Empire State, and that they have not only been derelict in their duty, but have willfully and maliciously refused to obey the law, which in their capacity as officers of the National Guard they have sworn to uphold and enforce.

We ask your honorable body to severely censure these officers for so disrespecting their sworn allegiance to the laws of the State which they represent.

In behalf of about eleven thousand pharmacists of the Empire State we also respectfully ask you to amend Assembly bill No. 231 so as to retain the "Military Pharmacist with the rank and commission of First Lieutenant," or else work and vote against it, as in its present shape it is class legislation of the worst sort, being solely in the interest of a few officers of the National Guard.

Very earnestly yours,

FELIX HIRSEMAN,  
New York State Pharmaceutical Association.  
WILLIAM MUIR,  
Kings County Pharmaceutical Society.  
GEORGE KLEINAU,  
German Apothecaries' Society.  
G. H. HITCHCOCK,  
Manhattan Pharmaceutical Association.

In an interview published in the New York "Tribune" General Roe, the commander of the National Guard of the



State, comments on the above letter as follows: "The appointment to the rank of military pharmacist lies with the commander of each regiment. The law is not mandatory upon him to make the appointment. He need not do so if in his judgment he does not think his regiment needs such an officer. This talk of a 'coterie holding itself above the law' is therefore nonsense. These pharmacists used their political influence to get this bill passed without consulting the National Guard. The farriers and the armorers might do the same thing. Their conduct was unjustifiable in my opinion. Why did the pharmacists not lay their claims before us and ask for a hearing, before urging the Legislature to force them upon us? The rank of sergeant is all they would get in the regular army, and if a National Guard regiment should enter the United States Army while it had a pharmacist with the rank of lieutenant there would be no corresponding place for him in the regular service. The pharmacists might almost as well have had themselves all made majors instead of being content with the rank of lieutenant. At least, there would seem to be nothing to prevent it, if their political influence were strong enough."

This interview brought out a vigorous letter to the "Tribune" from George J. Seabury, championing the cause of the pharmacist, and one in somewhat similar vein from the editor of this journal.

## TROUBLE OVER LIQUOR LICENSES IN MASSACHUSETTS.

### The Board Criticised.

Boston, February 20.—Matters are likely to be at a white heat on Beacon Hill for the Pharmacy Board this winter as a consequence of the Underhill case. Mr. Underhill filed a petition on January 23, asking for further legislation defining the powers of the Board of Pharmacy. Mr. Underhill says in his petition: "That he is, and has been, a pharmacist by profession for the past 25 years, and, as such, has been a registered pharmacist, in accordance with the laws of this commonwealth; that on July 6, in the year 1898, the Board of Pharmacy and its agent wilfully and, as your petitioner believes, maliciously, conspired to prevent him from practicing his profession in an illegal attempt to revoke his certificate of registration; that, in consequence of such illegal action, he has been deprived of his lawful right to earn a living for himself and family; that in June, 1900, your petitioner set forth, in a petition to said board for a reopening of the case, the great injustice done him and asked for a review of the proceedings of said board; such request, however, was denied; that in September, 1900, said board further caused the illegal arrest of your petitioner, who was compelled to go to the Supreme Court to defend his rights, and while the court overruled the action of said board, yet the peculiar wording of the law relative to the practice of pharmacy is of such nature that your petitioner prays for such legislation that will protect innocent citizens in the exercise of their lawful rights."

The petition has the indorsement of numerous Haverhill citizens, and Mr. Underhill is to be represented by ex-Senator George, who has previously been an active opponent of the board.

Very recently, too, there was a meeting of several druggists in this city, at which Mr. Butler's remarks to a member of a prominent wholesale house in the Hub were discussed. Mr. Butler is from Lowell and has been a member of the board for a long time. The meeting was secret, but it can be safely stated that Mr. Butler was handled without gloves. All told, membership in this board cannot be considered a bed of roses. The outcome of these contests is awaited with interest.

## NEW JERSEY PHARMACEUTICAL ASSOCIATION.

### Time and Place of Annual Meeting Announced.

James Foulke, 107 Monticello avenue, Jersey City Heights, chairman of the Executive Committee, is out with an announcement of the annual meeting of the New Jersey State Pharmaceutical Association. The effort to hold the meeting at Atlantic City has been abandoned, and Trenton has been definitely settled upon as the place of meeting, which will be held on Wednesday and Thursday, May 22 and 23. Geo. F. Fitzgeorge, Trenton, has been named local secretary.

## PERFECTING THE N. A. R. D. PLAN IN NEW YORK.

### City Druggists Discuss Pending Legislation.

The usual monthly meeting of the Manhattan Pharmaceutical Association took place on Monday evening, February 18, at the College of Pharmacy Building, No. 115 West Sixty-eighth street. The proceedings were opened by President R. R. Smith promptly at 9 p. m. Secretary S. V. B. Swann read the minutes of the preceding meeting and they were adopted. The report of Treasurer George H. Hitchcock showed a healthy condition of the treasury, there being a balance of \$341.88. Mr. Hitchcock submitted a report as chairman of the Committee on Legislation and called special attention to the concession made by the author of the Bell bill in exempting druggists and the manufacturers of proprietary medicines from its provisions. Note was made of the introduction into the State Legislature of a number of bills affecting pharmacy, and it was decided to vigorously oppose them. Dr. N. H. Henry's bill amending the military code and repealing that portion of it giving commissioned rank to the hospital stewards of the National Guard was referred to as legislation of a particularly obnoxious character which would be fought to the last ditch. The committee asked for instructions in regard to the attitude to be adopted toward certain other bills affecting pharmacy now in the Legislature, and on motion of Felix Hirseman the committee was left uninstructed, with authority apparently to take whatever action might seem in their judgment best.

A communication to the president from R. Fulton Cutting, chairman of a large number of civic societies interested in charter revision, was read. It was a request for the appointment of representatives from the Manhattan Association, but the suggestion was opposed by Mr. Hirseman, who said that pharmacists would be given a hearing on the pharmacy section of the charter before the Legislature, and they were opposed to the pharmacy section of the charter any way. On motion the communication from Mr. Cutting was tabled. The Conference Committee of the various New York City retail associations reported through Chairman Schweinfurth, who stated that the plan was working well in Brooklyn and in some sections of Manhattan, but considerable misunderstanding yet prevailed, he said, in regard to the proper price to charge for certain articles, some druggists being under the impression that only the goods of the signers of the tripartite agreement were subject to the new price schedule. Mr. Schweinfurth announced that a list had been prepared of the "aggressive cutters" of Greater New York. The list was issued from the office of the secretary of the National Association of Retail Druggists in Chicago on the 16th inst., and was understood to be in the hands of all salesmen in the territory of Greater New York on the day of meeting, February 20. In order to further perfect the operation of the plan it was moved to divide the city into assembly districts and appoint one member from each district to call meetings of the district druggists and perfect the harmonious working of the plan. The appointments will be made by the president.

W. Schaaf presented memorial resolutions on the death of A. E. Gebhard, which were ordered engrossed for presentation in book form to the widow of the deceased.

J. Maxwell Pringle, Jr., chairman of the Committee on Constitution and By-Laws, submitted his report, embracing several amendments which were offered and referred for action to the next meeting. The first amendment took the form of an addition to the named object of the association and read "to elect members of the Board of Pharmacy as provided by law." It was provided that no member of the Manhattan Pharmaceutical Association could be eligible for election to a second term. Other amendments proposed by the committee were as follows: for omitting the regular meetings of the association during July and August; to establish a sinking fund and all surplus money in the treasury at the end of each year to be added to such fund, no money to be withdrawn except on the written order of the officers of the association presented as a resolution at one meeting to be acted upon by the association at a subsequent meeting; fixing the salary of the secretary at \$50 per year; bonding the treasurer in the sum of \$1,000.

The report took the usual course, being referred for action to the next meeting. The secretary was instructed to notify members that the amendments would be voted upon and to provide them with copies prior to the date of next meeting. Eight candidates were balloted for and one rejected. The meeting adjourned at 11 p. m.

## GREATER NEW YORK.

Franklin C. Burke's drug store at Flemington, N. J., was partially destroyed by fire recently.

The drug store of Charles Hitsch, at Sands and Bridge streets, Brooklyn Borough, has again changed hands, the present owners being Louis S. Eickwort & Son.

Arthur J. Heinemann, druggist, of 88 Wall street, has been held in \$2,500 bail by U. S. Commissioner Shields on a charge of selling and having in his possession washed documentary stamps.

The engagement of Edward A. Meinecke, of the Fisher Chemical Company, to Miss Marie Hacker, of Sumner avenue, Brooklyn, is announced. The marriage will take place early in the fall.

R. A. Miller, formerly a clerk for Reid, Yeomans & Oubit, 142 Nassau street, left Saturday last for his former home in Newburg, N. Y., where he intends engaging in business. E. J. Dowell has taken his place.

The Ward Drug Co., of New York, is a recently incorporated institution. The capital stock has been placed at \$1,000, and the directors are J. R. Van Heusen, Brooklyn, and Mary J. Baldwin and Frances Melly, of New York.

While temporarily insane recently Mrs. Carl Encke, wife of a West Hoboken druggist, ran into his pharmacy and demolished several hundred dollars' worth of stock before she was put under restraint. Her husband has asked that she be committed to the Hudson County Insane Asylum.

Senator Thornton has presented a bill in the Legislature at Albany providing that a proprietor of a drug store who files a certificate of registration with the State Pharmacy Board this month need not file another such certificate as long as he remains at the same place of business.

Senor B. Legarda, of Manila, Philippine Islands, is a recent visitor to these shores. He is at present in Washington endeavoring to secure the Government contract for furnishing drugs to the army of occupation. While in this city recently he was the guest of Major James B. Horner at the Drug Club.

Among the newly elected members of the Drug Trade Club are William Balbach, of S. B. Wetherill Co.; A. Frank Richardson, Bert M. Moses, of Omega Oil Co.; S. V. V. Huntington and F. H. Ketchum. H. F. Baker, of the General Chemical Co., has been elected to the Board of Governors to succeed George W. Kenyon, resigned.

Prof. Walter H. Kent, Ph.D., of Brooklyn College of Pharmacy, lectured recently in the Franklin Avenue Presbyterian Church on "The Wonders of Chemistry." Professor Kent held the closest attention of all present by a descriptive history of the various theories of "Fire," illustrated by numerous experiments, which elicited hearty applause. The lecture was given under the auspices of the Tuesday Night Club of the church.

Among recent out of town visitors to the trade were Charles H. Goodwin, of the Eastern Drug Co., Boston; L. M. Monroe, Jr., of the New Canaan Drug Co., New Canaan, Conn.; J. A. Gilman, of Gilman Bros., Boston; Wm. M. Warren, general manager for Parke, Davis & Co., Detroit; F. B. Tracy, of C. Pfizer & Co., Chicago; A. V. Evans, of Manchester, England, and James E. Davis, of Williams, Davis, Brooks & Hinckman Sons, Detroit.

At the recent meeting of the New York Section of the Society of Chemical Industry in the Chemists' Club, 108 West Fifty-fifth street, R. C. Schupphaus, Alan A. Clafin and V. Coblentz read papers on the following subjects respectively: "Laboratory Method of Determining Temperatures of Explosion" (with practical demonstration), "The Use of Lactic acid in the Manufacture of Leather," and "A Brief Review of the Pharmacopoeia Revision and Its Work."

## AMERICAN CHEMICAL SOCIETY.

The regular monthly meeting of the New York Section was held in the Assembly Room of the Chemists' Club at 108 West Fifty-fifth street, on February 8, when the following papers were read and discussed: T. C. Stearns, "The Chemistry of Materials Used in Perfumery and Kindred Arts." C. W. Volney, "Decomposition of the Chlorides of the Alkali Metals by Sulfuric Acid," with exhibition of crystals. H. T. Vulte and Harriet W. Gibson, "Metallic Soaps from Linseed Oil: An Investigation of Their Solubilities in Certain of the Hydrocarbons." H. C. Sherman and J. F. Snell, a. "On the Heat of

Combustion as a Factor in the Analytical Examination of Oils." b. "The Heats of Combustion of Some Commercial Oils."

## OWL DRUG CO. MAY LOCATE HERE.

P. J. Tormey, of the Owl Drug Co., of San Francisco, has been spending a few days in the East of late. He left for his return home to the Pacific Coast on the 19th inst., going via Chicago.

In relation to the statement published in the last issue of the AMERICAN DRUGGIST, that the Owl Co. was about to locate in Chicago, Mr. Tormey said:

"It has been our intention right along to start up both in Chicago and New York, but we have not yet been able to find a suitable location. As you know, we have a large manufacturing business in San Francisco, and do a large business in proprietary goods on the Coast, so we naturally want an outlet in the East. Until we get just what we do want, though, we shall stay away, and we haven't found the first-class locations yet."

In talking of the suits against F. W. Braun & Co., Haas, Bruch & Co., the Los Angeles Retail Pharmacists' Association and others, which were recently decided against them, Mr. Tormey said that it was not yet definitely decided that they would appeal, although he felt confident that if the Owl Drug Co. did it would win in the end.

Mr. Tormey took the same stand in defending the cut-rate policy of his company that President Kirkland had. He held that it was the only way in which retailers could fight the department stores, and claimed that it was the methods of the Owl Drug Co. which compelled the big emporiums of San Francisco to cut out their drug departments.

Mr. Tormey took exception to the statement that the Owl Drug Co. was a bitter foe to the N. A. R. D., but in the same breath he upheld the methods which the N. A. R. D. opposes.

"We are not a 'bitter foe to the National Association of Retail Druggists,'" he said, "but they mustn't try to bulldoze us. They can't come to us and say, 'Here, you must do business the way we say, or do none at all.' We believe in cutting down prices to where they should be. The price of drugs is too high. There was a time when you paid \$7 for a good pair of shoes. Who thinks of paying more than \$3.50 or \$4 now?"

"The question in my mind is just this: Has not a man the moral right to buy goods and sell them for what he pleases? Will the N. A. R. D. plan stop it? Can they stop manufacturers and jobbers selling to people who want to buy? The manufacturers want the people who sell goods, and we are the people."

## Kings County Pharmaceutical Society.

Thirty-six applications for membership were received at the regular meeting of the Kings County Pharmaceutical Society at the Brooklyn College of Pharmacy on February 12. Of this number twenty-two, representing the Progressive Pharmaceutical Society of Brooklyn, were proposed for membership in a body.

The meeting was called to order by President Oscar Kleine, Jr. Dr. Peter W. Ray, treasurer, announced that there was \$329.50 in the treasury, besides \$6,000 for the benefit of the College Library Fund.

As chairman of the Committee on Legislation, Wm. Muir reported against the Senate amendment to the military code, which reduces in rank pharmacists of the National Guard.

A lengthy discussion on the plan adopted by the National Association of Retail Druggists for a uniformity of price on proprietary medicine followed. Mr. Muir told of good work accomplished, and said that the question was whether they would remain loyal to one another and not go back to price cutting.

President Kleine told how twenty of his colleagues in the profession had organized a local society in the Bushwick section, and that it had already a membership of thirty-seven. President Kleine suggested that similar organizations should be organized all over the Greater New York.

H. O. Wichelns complained that many druggists were violating the uniform schedule of prices. Other members suggested that a price-list should be given out.

Prof. William C. Anderson, president of the National Association of Retail Druggists, gave a general review of the progress of the plan. He said that if the retailers stand by one another there was only success in sight for them.

Professor Anderson announced that the Bushwick Pharmaceutical Society had donated \$22.75 to the Kings County Society to continue the good work for the uniform schedule of prices. Fifty-seven dollars more were donated by the members present.

### Annual Reception of Brooklyn's Alumni Association.

One of the most enjoyable affairs of the entire winter social season in Brooklyn was the ninth annual reception of the Alumni Association of the Brooklyn College of Pharmacy at the Pierrepont Assembly Rooms, 153 Pierrepont street, on the evening of February 13.

There was a short musical programme before dancing began at 10 o'clock, and at midnight supper was served. The music was generally of a popular order, and the committees having charge of the reception showed their proficiency in making their guests feel at home. They were:

Floor Committee—J. F. Crawford, '85, chairman; D. K. Browd, '99; W. Bussenschutt, '95; W. Morris, '99; A. P. Lohness, Phar.D.

Reception Committee—F. P. Tuthill, Phar.D., '98, chairman; Walter Bryan, M.D.; H. M. Borchers, '97; T. W. Curran, '99; E. S. Howell, '00; J. L. Mayer, Phar.D., '98; C. H. Meyer, Phar.D., '98; S. L. Wood, '94; Edward Kleine, '00; Frank Morrisey, '96; W. Muir, Phar.D., '97; Philip Nehrbas, '93; John Schmitt, '99; C. Vandersande, '98; E. J. Woelfle, '99.

Press Committee—W. Schroeder, Phar.D., '00; chairman; W. H. Doppler, '99; A. E. Hegeman, Phar.D., '97; E. H. Bartley, M.D.; W. H. Berney, '99.

Officers—President, Andrew Myhr, '99; first vice-president, Fred. Schroeder, Jr., '00; second vice-president, J. M. Buckley, D. V. S., '00; secretary, G. A. Mulvaney, '95; financial secretary, F. H. Weyer, '99; treasurer, W. C. Anderson, '92; registrar, A. H. Brundage, M.D., '92.

### Whitall, Tatum & Company Reorganize.

The Millville (N. J.) "Republican" of February 18 publishes the following announcement of the dissolution and reorganization of the Whitall Tatum Company: The firm of Whitall Tatum & Co., is this day dissolved by mutual consent. The business heretofore conducted by said firm has been sold and transferred to Whitall Tatum Company, a corporation organized under the laws of New Jersey, which assumes all of the obligations and debts of said firm, and is entitled to collect and receive all accounts and indebtedness owing to it. Signed C. A. Tatum, J. M. Whitall, J. W. Nicholson, A. H. Tatum.

### Annual Meeting of the Perfumers' Association.

The annual meeting of the Manufacturing Perfumers' Association of the United States took place in this city on Wednesday, February 13. The following officers for the coming year were elected: President, James E. Davis, of the Michigan Drug Company, Detroit, Mich.; first vice-president, Gilbert Colgate, of Colgate & Co., New York; second vice-president, Adolph Spiehler, of Rochester; secretary, Monroe P. Lind, of Schandem & Lind, Philadelphia; treasurer, Harry S. Woodworth, Rochester.

President Davis has named the working committees as follows:

Executive Board—Theo. Ricksecker, New York, chairman; Henry Dalley, New York; Alfred G. Wright, Rochester; Sturgis Coffin, New York; Robert C. Eastman, Cincinnati.

Committee on Legislation—Henry Dalley, New York, chairman; Alfred G. Wright, Rochester; Theo. Ricksecker, New York.

Committee on Membership—W. B. Robeson, New York, chairman (Antoine Chirls, New York); Carl F. Brucker, New York (Fritzsche Bros., New York); Sig. Leerburger, New York (Leerburger Bros., New York); Christian Bellstein, New York (Dodge & Olcott, New York).

Committee on Foreign Goods—Gilbert Colgate, New York, chairman; Adolph Spiehler, Rochester; Justin E. Smith, Detroit; Alex. Barry, New York; Chas. Wright, Detroit.

Committee on Trade Interests and Fraternal Relations—Alfred G. Wright, Rochester, chairman; Otto P. Meyer, St. Louis; C. C. Jenks, Jackson; B. D. Baldwin, Chicago; Geo. Lueders, New York; C. H. Seleck, Jr.

Committee on Freight and Transportation—Justin E. Smith, Detroit, chairman; Joseph Cave, Philadelphia; A. J. Hilbert, Milwaukee; C. L. Cotton, Earlville.

Committee on Revision of the Constitution and By-laws—Robert C. Eastman, Cincinnati, chairman; Henry Dalley, New York; Sturgis Coffin, New York; John A. Oakley, New York.

Committee on Undervaluations of Importations—Richard A. Hudnut, New York, chairman; Frank Woodworth, Rochester; Gilbert Colgate, New York; Walter T. Kirk, Chicago.

## WESTERN NEW YORK.

### Improvement in Business—Work of the All State Board of Pharmacy—Practical Work in the Board Examinations.

Buffalo, February 22.—There is uniformly a good report from the Buffalo retail drug stores, which is a great improvement from the former condition of things, when even the most fortunately situated and the best salesmen in the business were afraid that there would be something like a general collapse in the trade. There seems to be much more courage now, and there is any amount of expectation of the summer, with its great crowds of Pan-American visitors, that ought to more than double the sales of certain articles sold by druggists, especially soda water. The winter opened with a big sale of all sorts of medicine for grip, but it took the cold weather of the last of January, that continued into February past the middle, to stop the spread of it. Now the demand is especially for vaccine virus, as the reports of smallpox are apparently on the increase all over the State. In olden times this would be an occasion for seeking the disease and being over it, for all cases, as a rule, are mild.

The Western Division of the State Board of Pharmacy has already noted a decided improvement in methods over those of the old board. The regulation requiring the applications for examination to be in a week before the day of meeting enables the board to prepare for the work in a way not possible before. This was made necessary by the rule requiring practical demonstration as part of the examination. This new feature has taught the board some things as well as the applicants. When the January list of preparations, pills, emulsions and other compounds was brought out and set before the members of the board, there was a chorus of ohs and ahs sent up that was not complimentary to the makers of the "doses." They were about as inartistic and incompatible a lot as any one could imagine. The mixtures would not mix, the pills were of all colors, and often were ready to drop in pieces. The result was that practically everybody failed, and it will be so again unless a better showing can be made. The next examination will include ten applicants for druggists' licenses and five for pharmacists'.

### FIRST EXAMINATION IN ROCHESTER UNDER THE NEW LAW.

Rochester, February 20.—Pursuant to the State Pharmacy Law passed April 25, 1900, the first pharmaceutical examination to be held under its operation will be conducted simultaneously in Rochester and Albany, February 20. The first vice-president of the new State board, Byron M. Hyde, of this city, assisted by Charles B. Sears, a member of the State Board from Auburn, will conduct the examination in Rochester in the Common Council chamber.

Prior to the passage of the new pharmacy law the drug business of the State was in a disorganized condition. There were several local boards, and licenses secured under one of these boards were not recognized by the others. This necessitated the candidate for a pharmaceutical position to go to extra expense of time and trouble to obtain a new certificate if he wished to practice his profession outside of the jurisdiction of the board under whom he was licensed. Besides this, the regulations of the boards were not always rigidly enforced, and it followed, of course, that in some places small drug stores did business without a registered pharmacist in charge, and even in large cities department stores were equally regardless of the laws.

It is the hope of the friends of the new law that the centralization of authority in a State board will obviate these irregularities. Time will be given for keepers of country drug stores to qualify themselves legally, and the department stores are already complying with the law.

For convenience in conducting examinations the State board has divided the State into three districts, the eastern, middle and western. The examinations for the eastern division will be held in New York, those of the western in Buffalo, and those of the middle in Albany and Rochester.

### BUFFALO ITEMS.

Lee W. Miller, for some time connected with the pharmacy of Smith & Thurstone, Buffalo, has engaged with Dr. Gregory at his Genesee pharmacy in the same city.

The Bonsteel drug store, in Jamestown, has been sold to Frank S. McCarthy, who was for some time connected with one of the Smither drug stores in Buffalo.

The Dodds Medicine Company has lately increased its business in the West, particularly in Oklahoma and the Indian Territory, but is not pushing its business in Buffalo, although that is its principal office.

The Austin drug store, on William street, Buffalo, better known as the Haberstro store, has been sold to A. F. Kuhn, well known in the Buffalo trade, having been clerk with Denny & Field and others.

Hille D. Walters, a graduate of the Buffalo College of Pharmacy, who has been clerking for the past four years for H. G. Pierson, at Hornellsville, N. Y., has bought out Mr. Pierson's southside pharmacy under his own name.

The newspaper man has gone the rounds of the political headquarters in Buffalo once more and finds that among the people on the Republican side who are prominently mentioned for Mayor are druggists R. K. Smither and Thomas Stoddart.

The Buffalo Druggists' Bowling Club will go to Rochester and try titles with the drug club there on March 7. There will be some big scores run up if the Rochesterians exhibit any special gameness, as the Buffalo men are still feeling sore over their defeat by a very small score at the hands of a city club some weeks ago.

Since the burning out of the Chase Medicine Company in Buffalo, the company has opened new offices in the Coal and Iron Exchange, and is really in much better shape than formerly in many respects. It is reported, however, that Manager Bates of the company is seriously ill in Toronto, an old difficulty having been aggravated by the fire.

The Buffalo Drug Company has elected the following officers: President, R. K. Smither; secretary, Horace P. Hayes; treasurer, Hugh A. Sloan. The company has not admitted many members till now, as it was felt that the best way would be to go slow, but it has done so well that a provision has now been made for the enlargement of the list.

It is reported in Buffalo that the "Hutch" people, otherwise the Woodward Chemical Company, lately so prominent in poster advertising circles, are about to resume business; in fact, have already started up again in Canada. Manager F. U. Kahle was in Buffalo a day or two ago and reported that he was well provided with the wherewithal and should soon open a new campaign.

The minimum price list plan that the Erie County Pharmaceutical Association has lately put to the trial is reported to be an entire success so far. The addition of R. K. Smither and H. P. Hayes to the working committee is found to be a good move, and it is discovered that even some of the concerns that are naturally inclined to cut the price of proprietary medicines are maintaining the official prices, although they did not sign the agreement. The friends of the movement are feeling very much encouraged.

Fire from another building found its way to the offices and general stock of the Chase Medicine Company, of Buffalo, and ruined the entire establishment, the loss being very largely from water, as is usual in such cases. Manager Bates has not become discouraged on that account, however, as he had too good a business established for that, and he at once opened another office, and the supply of remedies goes on as before. Buffalo has been getting a reputation for burning out drug and medicine specialists lately, the Maltbie Chemical Company and Howard Bros. suffering a few days previous to the A. W. Chase Company.

The Western Section of the State Board of Pharmacy has held several special meetings during the month to assist in the registration of stores, and especially for the purpose of answering the many questions that members of the trade are constantly bringing up as to the law. Not a few rulings have to be made where the law is in need of special interpretation. The disposition in all cases appears to be to give as liberal a construction of the law as it will admit, especially in case a narrow ruling would add to the cost or increase the inconvenience of any druggist in complying with the directions. A system of cross reporting from one section of the board to the others keeps all members informed as to the action taken, so that there will be no contradictions possible.

University Day will be observed by the University of Buffalo, on Washington's Birthday, by a general meeting at the Star Theatre. An address will be given by Dr. Rush Rhees, president of the Rochester University. The plan is expected to place the institution in the public eye as much as possible, and may some day pave the way to a liberal endowment on the part of some public-spirited citizen. The sophomore class in the medical department of the university is now receiving its examination for work done in the laboratory of the pharmaceutical department, one branch of the school thus lending its assistance to another. The idea in this case is to make the students as familiar as possible with the physical appearance of both simples and compounds, with which they must deal in their practice.

## MASSACHUSETTS.

### Hearings on Pharmacy Bills—No Change in Pharmacists' Liquor License—A New Anti-Substitution Law.

Boston, February 20.—There was a hearing at the State House recently on the bill to increase the fee for sixth-class licenses from \$1 to \$500. Representative Cook, its chief and only advocate, made some ridiculous statements in his speech in favor of the petition. In fact, what he said was enough to kill the measure, if anything in the wordy line is necessary. Henry Faxon, of Quincy, a noted temperance advocate, differed from Mr. Cook and thought no change necessary. President Nixon and Secretary Tilden of the Board of Pharmacy, opposed the measure and explained the board's methods of dealing with the liquor handled by drug stores. The committee subsequently gave Mr. Cook leave to withdraw. The same finding was meted out to the bill requiring members of the Board of Pharmacy to be College of Pharmacy men.

A hearing was given this week on the bill providing that no druggist shall be deprived of his license on the ground that he has been convicted of an illegal sale of liquor. It was opposed by President Nixon and Secretary Tilden of the Board of Pharmacy, and others on the ground that it was the only way to prevent illegal sales by certain druggists, that after conviction by the courts their certificates as registered pharmacists could be suspended or revoked.

A bill has been reported making only one signature necessary in the recording of sales of liquor, and has reached the engrossment stage in one branch. Another bill of interest to the trade has just received favorable action at the hands of the committee. It allows persons who have received State or local aid to purchase liquor from druggists on prescriptions of duly registered physicians.

There has been a hearing on the bill concerning the use of preservatives in articles of food or drink. The measure does not prohibit the use of these substances, but makes it necessary to acquaint the purchasers of their presence by means of a label.

#### TO PREVENT SUBSTITUTION.

There is every indication that interested parties have taken action to attempt to have a law adopted to prevent substitution. Two bills have been introduced into the Legislature and both have been referred to the Public Health Committee. One of these measures strikes out Section 19, Chapter 397 of the Acts of 1896, and inserts in its place the following: "Whoever fraudulently adulterates, for the purpose of sale, any drug, medicine or beverage, or sells any fraudulently adulterated drug, medicine or beverage, or substitutes any drug, medicine or beverage as and for a different drug, medicine or beverage, shall be punished by imprisonment in a jail not exceeding one year, or by fine not exceeding four hundred dollars; and all such adulterated or substituted drugs, medicines or beverages shall be forfeited and destroyed under the direction of the court."

The other bill is more specific in its bearing upon the proprietary business. It follows: "It shall be unlawful for any one, by himself, his agents or servants, in the sale of any article of food or drink, or any drug or medicinal or proprietary preparation, to substitute for or give or deliver for and instead of any such article, drug or preparation bought or called for under any trade or other identifying or distinguishing designation, any article other than the one so bought or called for and designated, without informing the purchaser of such substitution." The penalty is a fine not exceeding \$500, or imprisonment not exceeding one year. The name of ex-Governor J. Q. A. Brackett is down as a petitioner on the first bill.

#### WORKING FOR THE WORCESTER PLAN.

The retailers engaged in pushing the Worcester plan are doing a great deal of quiet but effective work. The committee is very enthusiastic and is anticipating good results. Gilman Brothers have already placed the printing matter upon their bill heads and in issuing their monthly statements are sending out notices mentioning the goods restricted by this plan. Local druggists are just waking up to the importance of the Physicians' Supply Company, recently organized, in its influence upon the retail trade. F. M. Harris, Ph.G., of Worcester, and F. W. Reeves of Cambridge, are said to be prime movers in the concern. The stockholders are to be largely physicians and it is given out that \$30,000 worth of stock has been subscribed. Besides taking away what little trade the druggist has left in supplying physicians, the new company proposes to let physicians have their goods at 25

per cent. less than the price to the trade. Then there is likely to be an additional rub from physician stockholders prescribing the new concern's specialties and practically forcing the druggist to carry them in stock. The idea looks like unpleasant realism for the retailer.

#### THE SECOND ANNUAL BALL OF THE CAMBRIDGE DRUG CLERKS' ASSOCIATION

was held in Institute Hall, East Cambridge, on the night of February 13. About 500 people were in attendance, and the affair was a success, both from a social and financial standpoint. The hall was handsomely decorated in crimson, pink and blue.

President William M. Kelley was floor marshal and Vice-President Frank L. Shaughnessy floor director. The aids were: William J. Sullivan, Frank L. Lundergan, James Doherty, Frank Abare, Lucius L. Gillett, James Williams, George H. McDonald, Joseph P. Phillips, William C. Higgins, Edward J. Malloney, Dennis Coady, Thomas M. Mullen, James Quinn, John Haverty, Edward Haverty, Earl Coombs, Edward A. Counihan, Edward A. Breen, C. Earl Watson, James P. Sullivan, William J. Reagan, John A. Powers, Thomas F. Austin, W. F. J. Kelley, W. B. Lamkuhl and John J. Quinn.

#### ADULTERATED DRUGS.

The State Board of Health examined 54 specimens of drugs during the month of January and found only 20 to be of good quality. The samples of drugs adulterated were Aqua Distillata, Acidum Tannicum, Calx Chlorata, Capsicum, Extractum Glycyrrhizæ, Glycerinum, Sodii Phosphas, Spiritus Frumenti and Tinctura Iodi. Nine samples of confectionery were also tested and all complied with the legal standard.

#### THE BOARD OF REGISTRATION IN PHARMACY

held an examination for the registration of candidates February 5. Ten applicants appeared and the following named passed a successful examination and were granted certificates: Cecil T. Duncan, Woburn and James A. Berry, Somerville. Mr. Duncan is a member of the senior class M. C. P.

#### HUB NEWS.

Richard J. Willis recently failed; liabilities, \$1,634.29; assets, \$141.50.

Fred S. Schmidt, Ph.G., M.D., Instructor in General Chemistry at the M. C. P., has been ill for several days, but his condition is now greatly improved.

Joseph Petluck, 95 Leverett street, was arrested January 22, charged with arson. The store was on fire on the night of January 1, and the damage amounted to \$25. The stock and fixtures were insured for \$2,500.

The Blue Seal Supply Company, to put up and sell soda water, ginger ale and other liquors lawfully manufactured, \$50,000 capital stock, has just been incorporated at Augusta, Me. President and treasurer, Charles D. McKey, Brookline, Mass. Certificate approved January 11.

#### STATE JOTTINGS.

Monson L. Wetherell, a prominent druggist of Gloucester, died suddenly on January 15.

James W. Tufts has recently shipped a new fountain to Dunbar's drug store, Taunton.

The store of Gaffey & Co., Union street, Lynn, was the scene of a fire January 20. The loss is placed at \$1,500, insured.

Simard & Precourt are to open a new store in Leominster. F. W. Simard of this firm is a prominent druggist of Clinton and will continue in business in the latter place.

A bill has been introduced into the Legislature prohibiting the manufacture or sale of cigarettes in this State and making the fine for manufacturing \$500, and for selling \$25.

Harriman & Foster, Whitinsville, are to move into a new store the first of next month. The new store is in the block adjoining the old place of business, which the firm has occupied for the past 18 years. The new establishment will be equipped with a new Tufts fountain and carbonator.

The new chief of police of Taunton recently commenced a crusade against liquor selling and had two strangers, spotters, calling upon druggists. The strangers professed to have a prescription which they wanted filled to alleviate a severe case of illness in the family. But in no case, so far as can be learned, was the prescription filled, and the sick person, who is suspected to be the chief of police, is probably still suffering.

## PENNSYLVANIA.

### Monthly College Meeting—The New Pharmacy Bill Introduced—Legislation on Poison Sales—Bowlers Enthusiastic.

Philadelphia, February 22.—On February 19 the regular monthly pharmaceutical meeting of the Philadelphia College of Pharmacy was held, and the following papers read: "Remarks on a New Cold Cream and Other Ointments," by William C. Alpers, Sc.D., New York City; "Oxygenated Petroleum," M. I. Wilbert; "Why do Syrups Spoil?" Alfred I. Cohn, New York City; "Assay of Coca," William R. Lamar, New York City; "Gum Mastic," Henry C. C. Maisch, Ph.D.; "The Ebulliscope," William R. Lamar, New York City.

On February 11, Robert C. Shuster, cashier for Shoemaker & Busch, was arrested on the charge of embezzlement and locked up in the Fifth and Race street station house. As he was leaving his house he was arrested, and it is said when brought before the firm he confessed his guilt. He was brought before Magistrate Keenan and held in \$1,200 bail for trial. As it was in the afternoon he was locked up in the station house until the next day, when he was removed to jail. While in the cell he took some kind of poison and it was only through the prompt action of the police officials that his life was saved.

#### TO AMEND THE PHARMACY LAW.

On February 11 Senator Snyder, of Chester County, introduced a bill in the Legislature supplementing an act regulating the practice of pharmacy and sale of poisons and to prevent adulteration in drugs and medical preparations, which makes additional regulations in regard to the practice of pharmacy and the sale of medicines and poisons, enlarges and defines the powers of the State pharmaceutical board, imposes penalties and disposes of fines so collected.

On the same day Representative Stulb, of Philadelphia, introduced a bill supplementing the act of May 24, 1887, relative to the sale of poisons, making additional regulations in regard to the practice of pharmacy and the sale of medicine and poisons, enlarging and defining the powers of the State Pharmaceutical Examining Board and imposing penalties for violations.

There is to be considerable legislation in regard to the drug trade done at this session of the Legislature. The Philadelphia Retail Druggists' Association has a committee hard at work on this matter and the mayor also is desirous of having a bill passed which will make it harder to secure poisons. The frequency and ease with which many ruffians secured knock out drops has caused him to have a committee formed, composed of some of the leading druggists here, to prepare a bill which will in a great measure put a stop to the sale of these poisons.

#### THE PHILADELPHIA WHOLESALE BOWLING LEAGUE

is rolling merrily on and the rollers are making better scores. There is considerable interest being taken in the matter and every Tuesday and Thursday nights a game is played. The season began on January 25 and the last game is scheduled for April 30. On February 5, teams composed of the "Wanderers" and Shoemaker & Busch were pitted against each other, the first named team winning all three games. The total for each game being as follows:

	First game.	Second game.	Third game.
"Wanderers" .....	540	540	576
Shoemaker & Busch.....	445	486	473

On February 7 teams from Aschenbach & Miller and H. K. Mulford Co. met and it resulted in a victory for Aschenbach & Miller, this team winning the second and third game and losing the first. The game on the 12th inst. between Smith, Kline & French Co. and R. Shoemaker & Co. was interesting. The first game was won by R. Shoemaker & Co. by the score of 664 to 612. But the second and third games were easy victories for Smith, Kline & French Co. The feature of the game was the fine work of Nixon of the winning team, he making a score of 200 in the second game and a total of 491.

The teams from Whitall, Tatum & Co. and Shoemaker & Busch met on February 14, and it resulted in an easy victory for the former, it winning the three games and having a total of 2015 as against 1430.

#### PHILADELPHIA POINTERS.

Thomas Potts, the popular druggist at Seventeenth and Montgomery avenue, has been seriously ill with the gripe, but is now on the road to recovery.



Frank Farrell, druggist of Morrellville, was called upon recently to mourn the death of his father, a prominent citizen of that place.

Among the nominations made for members of council are the names of the following druggists: Lawson C. Funk, Benet L. Smedley, Dr. J. H. Romig, J. H. B. Amick.

Robert C. Shuster, cashier for the wholesale drug house of Shoemaker, Busch & Co., Philadelphia, was recently held in \$1,200 bail on a charge of falsifying the pay rolls of the establishment, by which he obtained about \$500.

Leidy Sempel, one of the oldest and best known of Philadelphia's druggists, died on February 12. Mr. Sempel had been in business at Fourth and Poplar streets for over half a century. He was 69 years old, and succeeded Philip H. Horn, whose apprentice he had been in 1877. He leaves two daughters and a son.

A new factory for Robert M. Green & Sons, the soda fountain manufacturers, is to be erected at 1413 to 1421 Vine street, Philadelphia. The plans show a five story building, 95 x 68 feet, the front of Pompeian brick, trimmed with granite and terra cotta, and the contract includes three power elevators, steam heating, electric lighting, engines and boilers. When completed it will be a great improvement to the neighborhood, and it is said will be the finest factory in the soda fountain business in the United States. The estimated cost is \$75,000.

The druggists of Montgomery County met recently at Norristown and formed a permanent organization, the object of which is to promote the social and permanent relations among the druggists of the county. Those who were present entered into the spirit of the meeting and object with great interest and a permanent organization was the result. The following officers were elected: President, Dr. W. H. Reed, of Norristown; vice-president, E. S. Cheshire, of Pottstown; secretary, Charles B. Ashton, Norristown; treasurer, S. W. Cricket, of Overbrook. The next meeting will be held at the same place on March 12.

## OHIO.

### A Former Cincinnati Attempts Suicide—A Sharper Uses the Name of Lloyd Bros. to Swindle the Drug Trade.

Cincinnati, February 20.—Cincinnati druggists were dumfounded this week to learn that Frank L. Evans, son of Mr. Jason Evans, for many years in the drug business at Fifth and Walnut streets, where Herman Serodina now has an elegant store, had taken morphine with suicidal intent in a hotel at Huntington, W. Va. Few Cincinnati young men were better known than Frank Evans. His father is now a leading stockholder in the Evans Chemical Company on Walnut street, near Third. When he ran the long-established pharmacy at Fifth and Walnut streets, however, his son Frank was his principal assistant and adviser. Of late the young man has been acting as a prescription clerk at Proctorville, Ohio. He is thirty-five years old and has been in poor health for some time past. Mr. Evans has an estimable wife and child living at Higginport, Ohio. For a long time he was a leader in Cincinnati church and social circles, and his rash act was a great surprise to his many Queen City relatives and friends. A note was found near him in the hotel in which it was stated that he had taken sixty grains of morphine. He asked that his relatives be not notified. At last reports his condition was regarded as extremely critical.

#### BEWARE OF MR. REYNOLDS.

It has been stated that a man giving the name of George Reynolds has been securing small sums of money from various druggists throughout the State by claiming to be a representative of Lloyd Brothers, the well known wholesale druggists and manufacturing chemists of Cincinnati. "The man is a rank swindler," said Prof. John Uri Lloyd to the writer. "I have never heard of him before, and I wish you would be kind enough to put the druggists on their guard against him. He should be apprehended and we will not fail to prosecute him in the event of his capture. Mr. Bart Whitaker is our representative in the territory that 'Mr. Reynolds' has been operating in.

#### CUT RATES IN CLEVELAND.

W. G. Marshall, who conducts a pharmacy at No. 261 Superior street, at the corner of the Public Square, and is one of

Cleveland's well-known pharmacists, and up to the time of his purchasing the department of drugs in the dry goods house of the Williams & Rogers Co. a member of the N. O. D. A., has forfeited his right to hold membership in the N. O. D. A. Consequently Mr. Marshall has notified the public he has withdrawn from the association and advertises his pharmacy as a "cut-rate store," "anti-trust druggist," etc. Mr. Marshall maintains that the N. O. D. A. is a drug trust and caused to be published in one of Cleveland's daily papers advertisements to that effect.

While Cleveland pharmacists have had a few dry goods stores that have drug departments to contend with regarding prices, they have been able to cope with the situation very successfully. Nearly if not all of Cleveland's druggists are members of the N. O. D. A., due to the efforts of the association's organizer, E. R. Cooper. The N. O. D. A. holds meetings in the interests of its members and does not confine itself to business entirely, as there are several social features connected with it and thoroughly appreciated and enjoyed by the members.

The druggists are meeting all prices on patent and proprietary medicines, and some of the down town druggists are going Mr. Marshall a few cents better on foods and toilet preparations. The action taken by the druggists to meet all "cut-rate" prices is a very commendable one at this time, thereby holding their trade until such time as the "cut-rate store" is known no more.

The druggists are displaying goods with prices marked upon them, and attractive signs appear in the pharmacy windows reading "Anti-Trust Prices," "The Anti-Trust Drug Store," "As advertised," etc. Several druggists were interviewed by your correspondent regarding the outcome of Mr. Marshall's action. They all regretted the step taken by him and believe that he will be unable to keep up his stock, as goods are being carefully traced to cutters, when they have been fortunate enough to get hold of them. The cutter finds it more difficult every day to purchase goods.

## HEARD ABOUT THE CITY.

Eugene Spangenberg, the well known pharmacist, mourns the death of his estimable wife.

Hale, Justis & Co. signed the petition commending Governor Nash for his efforts to prevent the prize fight here.

Andy Diebold, who has opened a pharmacy in Olifton, is doing a nice business in that classic hill-top suburb.

Hon. C. P. Calvert is still Mayor of Hartwell, and his administration is giving satisfaction to all classes of citizens.

Herman Brunke, the Hyde Park druggist, was married last week to Miss Winifred M. Humphrey, an estimable young lady.

Herman Koehnken, the widely known Walnut Hills druggist, was compelled to assign for the benefit of his creditors recently.

John B. Alic has purchased John Ruppert's Price Hill pharmacy. The store is at 3646 Warsaw avenue. It will be remodeled.

Louis Kusnick, the former well-known prescription expert, is just recovering from an attack of typhoid fever. He now wears glasses.

In the recent conflagration which destroyed the Grand Opera House, Weatherhead's pharmacy was badly scorched in several places.

Sigmund Levy, who recently purchased the Spangenberg pharmacy at Fifth and Plum streets, is a graduate of the Wisconsin University.

A few nights ago a burglar broke into Edward Voss's pharmacy at Twelfth and Vine streets and carried away some valuable merchandise.

Matthew M. Yorston, the popular Central avenue pharmacist, is slowly recovering from the attack of paralysis which he suffered a year ago.

A man named Daniel Bartley recently tried to demolish Goetze Brothers' Lockland pharmacy with a chair. He was subdued after a struggle.

A large number of druggists recently enjoyed a pleasure trip to Aurora, Ind., and back on an Ohio River steamer. All got back safely on time.

Dr. Este Weatherhead, son of the veteran pharmacist at Sixth and Vine streets, has just returned from an extended trip to New York and the East.



## MICHIGAN.

E. F. Hollenbeck, who recently purchased the Berube pharmacy at Main and Rockdale avenues, Avondale, is making many friends on the hill top.

Charles Wiebold, who recently acquired possession of the old pharmacy at Eighth and Baymiller streets, is doing a nice business and promises to do still better.

Houston Renaker, the well-known young pharmacist, of Cynthia, Ky., who has been in poor health for some time past, has gone to Florida to spend the remainder of the winter.

Emil Schultz, one of the veterans in the drug line, has taken the place of Gus Danziger on the road for the Stein, Vogeler Drug Company. Mr. Schultz makes friends wherever he goes.

George C. Beck & Sons recently sold their pretty pharmacy at Lancaster, Ohio, to Moody & Co. This is one of the best stores in Southern Ohio and the new firm will surely do well.

The progressive druggists of Dayton, Ohio, recently held an animated meeting and discussed plans for entertaining the Ohio State Pharmaceutical Association delegates who assemble in the Gem City shortly.

K. B. Stubblefield, who has been identified with the drug business for many years as a clerk, has opened a pharmacy on his own account at Ashland, Ky. According to reports he is prospering.

Lyman B. Rosenfeld, the clever pharmacist who is well known throughout Kentucky, has purchased the store of William M. Talley at Henderson. He is popular and will most surely succeed.

Gus Danziger, who made many friends while on the road for the Stein, Vogeler Company, is now selling absorbent cotton, bandages and plasters and is making a hit in handling this line of goods.

F. H. Dunn, the popular pharmacist of Bainbridge, Ohio, who has been in Cincinnati for some time past under treatment by an eminent aurist, is much improved and will return home in a short time.

Dr. S. L. Beeler, the clever Hamilton druggist, has given his pharmacy a coat of paint and otherwise decorated the interior of the place. When future other decorations have been made it will be a pretty store.

Bennett Brothers, of Fulton, whose store was destroyed by fire a short time ago, were out of harness only twenty-four hours, as they bought the stock of R. A. Kellum. They allowed no grass to grow under their feet.

Drs. A. Palmer and A. W. Paris, of Fulton, Ky., have crossed the Tennessee border and bought the establishment of H. J. Collins. The two physicians are well equipped to conduct a modern drug store, and will surely succeed.

Col. E. P. Burr, an old time pharmacist, of Auburn, Ky., has decided to embark in the jobbing business with a well known firm of the Falls City. His wide acquaintance and pleasing personality will aid him materially.

Albert K. Taylor, who was for many years identified with the drug business in Wilmington, Ohio, is completing his studies in this city at a dental college. When through he will open an office in California with his brother Frank.

Arthur A. Krehbell has succeeded to the drug business of Krehbell Brothers at Dayton, Ohio. There is no doubt that his single handed battle for business will make a hit with Gem City people who appreciate courteous treatment.

A few days ago a well dressed woman with a pretty face slipped out of Dow's Vine street pharmacy carrying a poor box which contained nearly \$5 worth of nickels and dimes intended for the Working Boys' Home on Sycamore street.

Otto H. Betz, the well known pharmacist, last week asked the Board of Public Service to appoint a district physician for the Twenty-sixth Ward. Mr. Betz is constantly on the lookout for the poor people and is justly known as a philanthropist.

Oscar C. Rhoades, formerly in the drug business at Terre Haute, Ind., has purchased the pharmacy of Hohnholz & Co., at Fort Wayne. Mr. Rhoades has had a varied experience in the drug business, and will doubtless make his new place a winner.

The drug store of C. B. Varden & Co. at Paris, Ky., was recently destroyed by fire. The store was one of the handsomest in Kentucky and was well stocked in every department. It will be rebuilt. The loss sustained by the firm was fully covered by insurance.

### Business Quiet—Cut Rate Question Resting—Troubles in Romeo—Easier Conditions in Grand Rapids.

Detroit, February 20.—The rush of business incident to the grip is slowly quieting down and we are taking it a little easier, still the trade in general is in good shape. Manufacturers with all they can do, wholesalers rushed with orders and the retail man getting his share.

The cut rate question is ever a source of interest to the drug trade. Here, just at present, it is taking something of a rest. Negotiations are on for a further increase in the prices on the agreed list, but no results are reported. As a preliminary to these negotiations the local association has made official mention of the fact that as far as their own business interests will permit, all firms doing business with the drug trade here will confer a favor by treating all alike, there now being harmony and cordial relations among the Detroit druggists.

On the other hand, a gigantic cut rate war is on in the town of Romeo. This place is about the size of a two ounce graduate and as numerous populated as a 500 bottle of pills. It sports two drug stores, or did until recently, when a young man named Harvey, who was born and brought up in the town, came back to his native burg with a good pharmaceutical education and a new stock of goods. The old 'uns received him with a cut rate club and he hauled out a little hammer of his own and went at it. Now you can get patent medicines at one-quarter off and prescriptions at half-price, so they say. It looks as if a local association was badly needed in Romeo.

The cut rate situation is easier in Grand Rapids, they having an agreement along the same lines as Detroit, but with a little better price. In Jackson, Lansing, Kalamazoo and Battle Creek, and in many other places, there is no such thing as cut rates, but on the other hand few prescriptions are written. This feature of the druggists' landscape can be seen in all its glory in Kalamazoo. Here no doctor would be guilty of writing a Rx unless he wanted to buy it of the druggist at cost and sell it to the patient as suited his whim. Here also no druggist will allow a patient to leave the store who has an ill that some patent medicine will reach, without selling it.

The dispensing physician rules the roost and he can prove to his own satisfaction that the druggists of Kalamazoo are a lot of thieves, and the worst lot of unprofessional rascals unhung, and he has to dispense to get even with them. On the other hand the druggists can show that the doctors are a parcel of unmitigated hogs, who for 20 years have purchased the cheapest drugs they could get and with gall unprecedented have endeavored to reap the profit of both branches of the healing art. As a matter of fact they should both be taken to the woodshed and spanked; such schoolboy tactics do not well become professional men.

### LOCAL NEWS NOTES.

The interests in the drug store of Hurd & Gray, of Detroit, left by J. E. Hurd at his death two years ago, have been purchased by J. W. Gray and W. N. Worcester, and the firm now is known as Gray & Worcester.

The drug clerks so-called "Shorter Hour" bill is quietly sleeping in committee at Lansing with every prospect of having a nice long nap. The State Pharmaceutical Association has been having a little lobbying done on this bill and some of the arguments used are instructive.

Two Detroit clerks have recently entered the ranks of proprietors. A. W. Crane, for some time with F. Houp, purchasing J. J. Crowley's store on Michigan avenue, Mr. Crowley retiring, having earned a rest through long and faithful service to the public. H. A. Neuhoff, for some years with Grunow & Patterson, starts out with a new stock and new location on Chene street near Gratiot.

For 15 years the sign of Hurd & Gray, Druggists, has been a familiar one to passers on Woodward avenue. They will see it no more, however, and will look long to recognize the same place under the new sign of Gray & Worcester. Three years ago W. U. Worcester was taken into the firm and the name changed to Hurd & Gray Company. Shortly after this J. E. Hurd died and since his estate have withdrawn their interest, leaving the firm name as now appears.

## ILLINOIS.

## Zionists Attack Drug Stores—Exciting Experience of Chicago Pharmacists—More About the "Drug Store Trust"—Its Existence Denied.

Chicago, February 18.—The long standing enmity of John Alexander Dowle, the alleged faith healer, toward the druggists has at last found expression in a series of smashing raids carried out by six women after the manner of Mrs. Carrie Nation, of Kansas. Nine stores have suffered a great deal of damage, and the "Dowle Hatchet Brigade" visited a number of other places, but failed to do any damage. The police have failed to capture the women, of whom good descriptions have been obtained. On leaving drug stores they invariably sang "Praised be the Lord," or "Zion Forever." Mention was made of these attacks in the last issue of the AMERICAN DRUGGIST. The following druggists have suffered because of the attacks of the band of women:

Charles G. Foucek, Sixteenth street and Center avenue, store raided February 6: Three rows of bottles containing drugs knocked from the shelves and destroyed; damage \$50; women chased from the store by a clerk with a bucket of water.

B. Lowenthal, Twelfth and Robey streets: Bottles knocked from the shelves, February 6; damage \$25; raiders forced from the store at the point of a revolver by the proprietor.

Leo L. Mrazek, Ashland avenue and Eighteenth street: Several bottles broken, February 6; damage nominal.

Herman Liberman, 515 Halsted street: Women driven out, February 6, after small damage had been done.

O. Shapiro, Twelfth and Jefferson streets: One bottle and electric light globe broken, February 6.

Iver L. Quales, 1086 Milwaukee avenue: Five women broke in the top of a showcase, February 7; knocked down a dozen shelf bottles and smashed three bottles of medicated wine; damage \$20.

J. S. Frank, 1144 Milwaukee avenue: Five women came into the store, February 7, but left without doing any damage, as the druggist threatened to throw acid on them.

George Remus, Milwaukee avenue and Paulina street: Four women knocked five bottles from a showcase and broke a showcase outside the door; frightened away by Remus and his clerk, who threw ammonia on them.

Cupit Company, Lake street and Sacraments avenue: \$50 worth of goods in the windows ruined, February 10.

When Mr. Foucek stepped forward to wait on the women one of them shouted, "Imp of the devil!" Another added, "Don't you know that you are dealing in the traffic of the devil? You well know, sir, that drugs are the implements of the devil and a curse to mankind, and you also know that you are but the agent of the devil, helping him to send millions of souls to everlasting torment. You —"

"O, go easy, we are not so bad as that."

"Sir, do you mean to dispute the word of the Lord?"

"Don't you know," put in another, "that all ills can be healed by prayer? Hooray for Dowle!"

This seemed to be the signal for an onslaught, for the women drew canes and umbrellas from under their cloaks and charged at Foucek like maniacs. One woman went behind the prescription case and raked off two rows of bottles with the aid of her umbrella. Albert Koukolik, the clerk, came to the rescue with a pail of water that he threw on one of the women. Shouting "Onward, Christian Soldiers," the drenched woman led the wild band into the street. Mr. Foucek said afterward that for a time he almost feared for his life. He thought that the women would have put him out of business entirely if it had not been for the pail of water.

Mr. Mrazek has a woolly little terrier that barked when the women began to rearrange the store. The druggist said, "Sic 'em, Prince," and the women ran. Herman Liberman was diplomatic enough to say that he believed prayer could be of great assistance in some cases, and the women contented themselves with smashing only a few bottles, just to keep their hand in. When the women entered J. S. Frank's store they found the druggist ready to receive them. Raising a bottle of carbolic acid, Mr. Frank said: "Now look here, ladies; I believe in praying, but if you smash any of my cases or bottles I'll turn devil, sure enough, and throw this acid into your eyes. Now I mean what I say, and the first one to do any smashing will go out of here blind."

The women told him he was an "ungentlemanly imp of the devil," and left.

In Iver L. Quales' store the women smashed bottles by throwing scale weights at them. George Remus labeled some bottles of ammonia "carbolic acid," and the women beat such a hasty retreat that they knocked over a big show bottle.

Dowle denies, in most picturesque language, that his followers have had anything to do with the raids. He says it is all the "trumped up charge of the lying vipers of the press." At his meeting the following Sunday Dowle appeared on the rostrum of Zion Tabernacle decorated in black, white, purple and yellow vestments, and after praying that he might "speak in love," he launched into billingsgate for an hour against the newspapers, the druggists and everything else that had stirred him up. He then made the congregation stand up, and asked:

"Is there any one here who took part in any breaking of druggists' bottles or in injuring drug stores?"

"No, no," shouted the standing congregation.

"Is there any one here who knows any member of this church who took part in any such affair?"

"No," was the answer.

"Is there any one here who knows any one in the church or out of it who did any such things as alleged by the papers?"

"No," for a third time was the answer.

"Then let us give a groan for the press."

And every one groaned.

## THE FUTURE OF THE DRUG BUSINESS.

E. Von Hermann, at Thirty-first street and Indiana avenue, while denying that his store is connected with the "drug store trust," gave an interesting talk in regard to what he believes the future has in store for the retail druggist. He said:

"I don't know any business that has changed as much in recent years as the drug business; but a great many, in fact a majority, of the retailers don't realize this, and still try to do business in the same old way. They don't seem able to get out of the rut. A man to succeed in the retail drug business to-day must be progressive, just like a man in any other business. He must have capital, and he must make proper use of that capital by buying right, so that he can sell cheaply at a reasonable profit. He must be systematic and must have business tact. He must treat people right and must keep the things they want. The day of the small retailer is passing. It has already passed, but they can't realize it, and continue to fight against changed conditions with old methods. The big department stores sell for what the small retailer pays. The retailer has got to be able to buy so as to get cheap prices, and must carry a big stock, which must be turned over often."

In regard to the connection of Harry Gundling, reputed manager for the syndicate, with the store, Mr. Von Hermann said:

"Some time ago Dr. Chamberlain, my landlord, undertook to raise my rent. I was paying \$4,000 a year, but he saw that I was doing a big business, and said he would have to be paid \$1,000 more. He told me he had an offer of \$5,000. Later, Mr. Gundling said he was the one who had offered \$5,000, and we easily came to an understanding. I finally offered to let him buy stock in my store, and he put in \$10,000. That enabled me to add to my stock as I wished to. I now carry a \$16,000 stock, and within a year that will be increased to \$20,000. This has always been a pushing store, and it is not through pushing. In regard to the Lexington Pharmacy, I took that store off the hands of George Lord, paying him part cash and partly in notes. The store had been doing a slack business, but I applied the same methods that had made the other store a success and soon it was on a good footing. Later I turned it over to Carl Von Hermann."

The daily papers have taken up the drug syndicate, as printed January 16 in the AMERICAN DRUGGIST, and mention Lord, Owen & Co. as the probable backers. Every one in an official position in the "syndicate" denies its existence and charges the downtown druggists, who have been left out, with jealousy. The inference is that the druggists who have "been left out" want to have their stores purchased. No one has said there is no ground for the jealousy. It is merely asserted broadly that there is no trust. It does not seem to occur to the ones who charge jealousy that they tacitly admit there is reason for those who are "left out" to feel ruffled. Clerks in the stores, who are familiar with the inner workings, and druggists, who can see the matter from an impartial standpoint, say there can be no doubt but that the AMERICAN DRUGGIST's report of the formation of the syndicate is true and based on fact. They add that there are likely to be some serious developments in the future.

The Colbert Chemical Company, of which Harry Gundling is manager, will move its store from Monroe and Dearborn streets to Monroe and State streets, April 1. We are informed that this will be one of the largest and finest stores on the street.

## DEATH OF F. W. ARMSTRONG.

F. W. Armstrong, for 20 years connected with the wholesale house of Peter Van Schaack & Sons, died, February 2, of

pneumonia. Mr. Armstrong was an active member of the Drug Trade Bowling Club and gained a large acquaintance in the East during his trips with the Chicago bowlers. At the funeral, February 4, members of the bowling club acted as pall bearers. During his long connection with the drug business, Mr. Armstrong gained a host of friends in Chicago and vicinity.

Jonathan W. Plummer, the veteran wholesale druggist, has retired from the presidency of Morrison, Plummer & Co. He has been succeeded by James W. Morrison. Mr. Morrison says there will be no change in the policy of the firm. Mr. Plummer is 64 years old and has been in poor health for some time. It is considered doubtful if he will again engage in active business. He will continue to be a director of the firm.

#### CHICAGO NOTES.

An explosion of chemicals in the store of the Economical Drug Company, 84 State street, did \$5,000 damages on the night of February 5. Several nearby firms suffered considerable loss.

Joseph Rivard, who has a drug-store at 564 West Harrison street, was beaten into unconsciousness, February 5, by a bandit, who then bound and gagged him. The thief had a desperate struggle with Rivard and got little.

Charles Truax, of Truax, Greene & Co., caught a thief in his home, 2654 North Paulina street, recently. The thief proved to be a former coachman who had destroyed much property out of revenge.

The Owl Drug Co., whose intention to open a store in Chicago was reported in the last issue of the *AMERICAN DRUGGIST*, is to open up in the Stewart block, Washington and State streets. The store is to be running by April 1. The Owl Drug Co. has three of the finest stores in the United States. They are at San Francisco, Oakland and Los Angeles. The firm has been known for years as an aggressive cutter. Incorporation papers have been taken out in Illinois.

#### MISSOURI.

##### N. A. R. D. Plan Goes into Effect—A Moderate Schedule Agreed Upon—Prospects of Success Are Bright.

St. Louis, February 17.—The N. A. R. D. plan goes into effect in this city to-morrow morning. Every druggist in the city has agreed to the schedule of prices, which is about ten per cent. advance on the average former selling price. Thus one dollar preparations will be sold for eighty-three cents. Fifty cent preparations for forty-two cents. All ten and fifteen cent preparations will be sold for list price. Of course a druggist is allowed to charge more than the schedule price if he so desires. In fact, in many stores in the city they have been selling many of these preparations for more than this schedule price all along, but these druggists are glad the schedule has been established. The schedules and notices to the druggists were mailed last night and should be received in to-day's mail. The druggists feel like celebrating to-day. They all feel that a great battle has been fought and won, and it has certainly been a long, hard fight.

#### ST. LOUIS NEWS.

The Druggists' Cocked Hat League measured their strength at the Crescent and Acme alleys, on Thursday evening, February 7, with the following results: Moffit-Wests 4, J. S. Merrells 1; the Searle & Herreths 3, Meyer Bros. 2; Eli-Lillys 3, Mound City Paints 2. Enderle, of the Eli-Lillys, carried off the honors of the evening with a 56 average and a 71 game, while Brenner, of the same team, recorded a 54 average. At the meeting on the 14th the following scores were made: J. S. Merrells 3, the Searle & Herreths 2; Moffit-Wests 3, Eli-Lillys 2; Meyer Bros. 3, Mound City Paints 2.

Dr. Frank Trittermann, the well-known south side druggist, physician, and proprietor of the XXX Medicine Co., died of cancer of the stomach on February 8. He was born in Germany in 1848, and served as hospital steward in the Franco-German war. He came to America in 1873 and graduated from an Eastern medical college two years later. In 1879 he came to St. Louis and opened a drug store at 2000 South Ninth street, where he practiced his profession, and later organized the above medicine company. His health has been failing for several years, and in 1899 he turned his business over to his only son and spent a year in Germany. Soon after his return, a few weeks ago, he was operated upon, but received no relief. He leaves his business to his son Eustace, and his real estate and personal property to his widow and daughter.

## THE KNIGHTS OF THE ROAD.

### Notes of the Traveling Salesmen.

#### Our Portrait Gallery.



E. C. Reese.

Manager Chicago Office and Factory, the Coca-Cola Co.

In presenting a series of portraits of its friends among the successful business men and traveling salesmen, the *AMERICAN DRUGGIST* takes pleasure in adding to its gallery in this issue the smiling countenance of E. C. Reese, who looks after the Coca-Cola Co.'s business west of Ohio and in the Northwest. He is a thorough salesman, handling orders for 5 or 500 gallons with a systematic regularity that builds up a gigantic business and makes friends.

Mr. Reese is a Buckeye product, having been born in Columbus, Ohio, but was reared in Illinois, and has traveled all through the South for the Coca-Cola Co. His sales for 1898 were 47,000 gallons, '99, 51,000, and for 1900, 74,000. He says he hopes to get them up to 100,000 gallons this year.

**Boston.**—C. P. White, representing D. R. Bradley & Sons, of New York, has just shaken the dust of this town from his shoes. His specialty is perfumes.

W. R. McMillan has been looking up the trade in sundries. He travels for McKesson & Robbins, of New York, and reports business as satisfactory.

The tablet portion of the business has recently been restocked. This came about through the efforts of L. M. Sessions, who captures orders for Fraser & Co., of New York.

J. E. Mace has been around talking Maltine to the trade and incidentally securing orders for the Maltine Manufacturing Company.

M. P. Richards is a new figure in this territory. He represents Taft's Asthmaline Company, of New York, and his efforts met with success.

John Kerr seldom visits New England, but he has the drumming art down to a nicety. He travels for the Detroit Dental Company, of Detroit.

P. R. Lance recently secured a large amount of business for W. R. Warner & Co., of New York.

The trade is well stocked up with syringes and rubber goods, the natural outcome of the visit of W. D. Shattuck for Parker, Stearns & Sutton, of New York.

F. W. Decker is well known about here and he has just sent J. Wyeth & Bro., of Philadelphia, a large batch of orders.

Fancy goods have been boomed here by Gen. W. N. Day, who reported a satisfactory amount of business to Schieffelin & Co., of New York.

**Rochester.**—B. F. Morningstar, of the firm of Charles Morningstar & Co., New York, was in Rochester this month in the interests of his firm.

A. E. Allbright spent several days in town recently. He is doing capital work for the Theo. Ricksecker Co., of New York, Montreal, London and Sidney, manufacturing perfumers. Mr. Allbright is making a specialty of Ricksecker's new perfume, "Golf Queen," an exquisitely delicate odor.

Mr. George, who is at present employed by the A. P. W. Paper Co., not only takes our orders, but sees to it that they are filled promptly.

George W. Holloway was in Rochester last week from Syracuse with samples of "Holloway's Bitters," "Holloway's Tea," &c. He received a fair share of our orders for those goods.

T. J. Coffin, who comes from Ladd & Coffin, New York, manufacturers of the famous "Lundborg's Perfumes," was in Rochester during a part of the second week of February.

Frank J. Roe is keeping the name and fame of the goods of David E. Green & Co. before the public. Mr. Roe is representing a good thing and he is the right man in the right place.

A. J. Mansell was a Valentine visitor and the druggists were all delighted to receive his call. He is doing excellent work for Peek & Velsor, of New York, dealers in all kinds of drugs.

R. L. Tye also spent part of the middle of the month with the local trade. Mr. Tye is with Merck & Co., of New York.

G. M. Diamond, representative of Stallman & Fulton Co., is with us at the present writing. He has some very attractive samples and equally attractive prices.

A. O. Rich announces his coming next week with the excellent goods of Smith Brothers, of Poughkeepsie.

C. W. Snow & Co. also announce the coming of their representative, O. J. Snow, who is expected to arrive here next week.

Among the many pleasant members of the circle of the knights of the road perhaps no one has more friends than has our fellow townsman, F. P. Hinkston. Mr. Hinkston is just home for the Sunday rest after an extended tour through the country in the interests of Bruen, Ritchey & Co., of New York City.

**Buffalo.**—Robert L. Tye, who dropped off at Buffalo to look after the interests of Merck & Co., on one of his regular visits, managed to come through from New York without getting into the snow very deep, as he staid on the main line.

John P. Jones took in Buffalo about the middle of February, as a part of his regular duties in connection with the firm of Sharp & Dohme. He did a good business, as usual.

J. S. Marvin does Buffalo for the plaster and other special interests of Seabury & Johnson in a rather original way. Living in the city, it is found convenient to stay two weeks occasionally, and then only make a run in of a couple of days. He has lately completed a short visit.

F. H. Estelle looks after the Buffalo interests of the Philadelphia firm of John Wyeth & Bro., and is welcome everywhere. He is due in Buffalo at this writing, where he will make a good, long stay, as his trade is large.

George H. Macy, long the "steady" for Dodge & Olcott in the Buffalo territory, has just loomed up on the horizon. He will remain till his order book is full.

W. C. Gillett, New York State agent for Beeman's Pepsin Gum, is bound west from New York, and has just made a paying stop in Buffalo. Business is good with him.

The Liebig Extract of Beef Company sends to Buffalo W. C. Blissett this trip in place of C. L. Ketchen, who is the regular representative of the specialty.

Robert Service, who spends a week to ten days in Buffalo in the interests of the trade in druggists' sundries of J. M. Maris & Co., is in the city, calling on his many customers.

The paper box trade is carefully and intelligently looked after here by Mrs. Jennie L. Harvey, who covers this territory in a painstaking way for the E. N. Rowell Company, of Batavia.

B. I. Hicks, who comes this way periodically to sell the specialties of Lazell, Dalley & Co., has been the round of the city lately, and is now covering the other side of his field.

W. F. Sohni, the successful seller of the goods of the New York Paper Box Company, has lately called on the Buffalo drug trade. He was lately ill for some time in Rochester.

H. P. Snow, whose route in the interest of the plaster and sundry house of Johnson & Johnson includes Buffalo, is in the city. He notes that very few of the drug men have changed places this year. Not one of the fifty with his house.

F. P. Hinkston, regular representative of Bruen, Ritchey & Co., has lately covered the Buffalo end of his district and gone elsewhere after the same good run of trade.

J. E. Nort, who has lately become the local representative of the Indianapolis manufacturing pharmacists, Eli, Lilly & Co., has just covered the Buffalo portion of his route.

Edgar Reynolds, the Buffalo resident salesman for the Syracuse manufacturing and jobbing house of Charles Hubbard & Son, is still with his city customers every Saturday.

**Cleveland.**—J. W. Davis, representing the Garfield Tea Company, was in the city the past week in the interests of his firm.

A postal card informs the Cleveland druggists that Henry Allen will be represented here soon.

Gideon F. Ebers is again in our midst taking numerous orders for his well-known firm, Lehn & Fink.

R. M. McCord is doing some hard work these days endeavoring to create a greater demand for Greene's Nervura.

The druggists received a very pleasant call the other day from Thos. Taylor, who interested the trade in Geo. E. Evans' novelties and druggists' sundries.

C. D. McManus, Palmer's representative, was calling upon the drug trade recently.

Alfred Anker, representing the Anker Mfg. Co., was calling upon the trade here last week.

**Cincinnati.**—Leo Heine, a clever hustler representing Kauffman Brothers & Bondy, dealers in druggists' sundries, was in Cincinnati recently.

F. C. Rossiter, a well known traveling salesman in the employ of Powers & Weightman, of Philadelphia, was in the Queen City during the past week taking orders for chemicals.

G. W. Corning, the clever representative of Parker, Stearns & Sutton, shook hands with local jobbers and retailers this week and booked a few nice orders for goods.

George Green, representing Rosengarten & Sons, was a Cincinnati visitor of recent date. He managed to secure several nice orders, but did not get to see the Jeffries-Ruhlin fuss.

George L. Jann, who knows a great deal about druggists' sundries and fine leather goods sold in pharmacies, was here recently in the interest of C. F. Rump & Sons, of Philadelphia.

**Chicago.**—Robert Cabell, manager of the beef extract department of Armour & Co., has been on a business trip to New York, Buffalo and Washington.

Charles E. Matthews, Chicago, manager for Sharp & Dohme, returned February 18 from a trip to Denver.

Charles L. Gleeson, of the importing department of Parke, Davis & Co., is working Chicago.

Frank B. Tracy will succeed the late Frank J. Wall as Chicago manager for Charles Pfizer & Co., manufacturing chemists.

**St. Louis.**—Dr R. S. Sloan, proprietor of Sloan's Liniment, Boston, Mass., passed through this city last week and stopped off a day to arrange for sending out several troops with wagons to advertise and sell their preparations through the country.

Dr. J. W. Turner, special representative for Warner's Safe Cure Co., is here placing new advertisements and looking after business in general.

Geo. Dashiell, representing the Meyer Bros. Drug Co. in Indian Territory and Oklahoma, has been in the city for a few days helping several of his customers select new drug store outfits.

F. Dreas has gone on the road for the J. S. Merrell Drug Co., and will represent that firm in Southern Missouri. He takes the place of Geo. W. Groves, who has opened a drug store at Farmington, Mo.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, February 23, 1901.

WHILE the past fortnight has been characterized by an increase in the volume of business it is felt by some that the augmented trade can be traced to an increase in the number of orders rather than to any improvement in the general demand. Original packages are not inquired for to any extent and there has been no speculative interest calling for special attention, the movement into consuming channels continuing of a jobbing character. Opium has continued quiet during the interval, but quinine has improved in position and shows a fractional advance. The bark sale at Amsterdam on the 21st inst. yielded higher prices and the position of quinine is strengthened in consequence. Menthol continues to appreciate in value and the position of coca leaves continues favorable to holders. Stress of foreign competition has sent down the price of strychnine 10 cents per ounce, the new break in prices being noteworthy from the fact that the imported article pays a duty of 30 cents per ounce. The leading balsams, with the exception of fir, show a hardening tendency and quotations are generally higher. The price of the various hypophosphite salts has been cut owing to sharp competition among holders. The expected advance in American saffron has materialized and still higher prices are anticipated. Other price alterations are noted in the accompanying table.

HIGHER.	LOWER.
Quinine,	Opium,
Anise oil,	Cod liver oil,
Bals. copaiba, Para.	Strychnine,
Bals. tolu,	Cyanide potash,
Oil spruce,	Oil limes,
Oil hemlock,	Valencia saffron,
American saffron,	Chloral hydrate,
Ipecac root,	Oil sassafras,
Oil lemon,	Short buchu leaves,
Menthol,	Nutgalls.
Cardamom seed,	
Gum benzoin,	
Quicksilver,	
Castile soap.	

### DRUGS.

Alcohol continues in good demand, with prices well maintained by the Trust managers at the previous range of \$2.45 to \$2.47 as to quantity, less the usual rebate for cash in ten days. Wood has remained quiet, but the market is steady at 60c to 75c as to quality and quantity.

Balsams.—Copaiba, Central American, has been in active demand and numerous sales are reported at an advance to 40c to 42½c; Para is also higher, holders offering sparingly at 50c. Fir, Canada, is held about as before, with, however, only a moderate trade reported, and Oregon is dull and easy. Peru is scarce and buyers and holders are still apart in their views as to price, so the business passing is of limited proportions at the range of \$1.30 to \$1.40. Tolu has appreciated in value and the tendency is still upward, though purchases are making at the range of 81c to 84c.

Barks.—A fair jobbing demand is reported for the general line of druggists' barks and the market is characterized by a firm tone. We hear of sales of sassafras at 9c to 11c and crushed soap at 5c to 5½c. Supplies of white canella are light and holders have advanced their quotations to 15c to 16c.

Buchu leaves, short, are lower in sympathy with the London market, the revised range being 20c to 22c.

Cacao butter has sold in quantities during the interval, at 37c to 38c, though some holders ask an advance over these figures.

Caffeine continues in fair demand, with manufacturers quoting steadily on the basis of \$4.50 to \$4.75 for bulk as to quantity.

Cantharides is selling in a small way and prices are fairly well sustained at 62c to 63c, and 55c to 57c for Russian and Chinese respectively as to quantity.

Cassia buds are selling in a limited way only and values are easier at 23½c to 24c as to quantity and quality.

Coca leaves are advancing in primary markets and spot holders are consequently firmer in their views, though we have no price alterations to report, Truxillo and Huanuco still selling at 24c to 26c and 38c to 40c respectively.

Cocaine muriate has not varied during the fortnight, and sales are making at manufacturers' quotations, or say \$5.25 to \$5.45 for bulk.

Codeine continues in moderate jobbing demand, with sales at manufacturers' prices, or say, \$4.20 to \$4.40, for pure, in bulk.

Codliver oil, Norwegian, is seasonably dull and large transactions are the exception. Prices are, however, as previously quoted.

Colocynth apples are without new feature of interest either as regards price or demand; prime Trieste, quoted 40c to 42c; select, 42c to 45c, and Spanish, 17c to 18c.

Coumarin has receded in value and holders offer more freely at \$5.00 to \$5.25, the inside figure being named for round lots.

Cubeb berries continue inactive with values more or less nominal at 10c to 13c as to quality and quantity.

Cuttlefish bone is not taken with any freedom by the trade, the bulk of the orders being to cover immediate requirements only, but prices are well maintained at the quoted range.

Ergot is held at 57c to 58c for German and 59c to 62c for Spanish. These figures are, however, below the prevailing quotations in foreign markets, and spot holders are consequently firmer in their views.

Haarlem oil is in light supply and holders now quote \$2.30 to \$2.35 for uncorked and \$2.50 to \$2.75 for corked, stamps included.

Lycopodium is meeting with increased demand for export and the market has an upward tendency, though prices are quotably unchanged.

Menthol continues to advance in both the Hamburg and the London markets and spot values show an appreciation, most holders quoting \$4.50 to \$5.00, as to quantity, though we hear of some sales at a fraction under the inside figure.

Morphine continues in fair, steady demand without, however, any new development as regards price, \$2.00 to \$2.20 being still named for bulk as to quantity and brand.

Opium remains quiet, but the market is characterized by a firm undertone owing to recent unfavorable crop reports. The prevalence of frosty weather during the month of January is reported to have put a stop to all sowings, and this, coupled with the autumn drought, will, it is feared, result in a very small crop of opium this year. No large transactions have come to the surface, and holders, while not manifesting any disposition to offer more freely, are accepting \$3.40 for single cases and \$3.45 for broken lots. Powdered is passing out into channels of consumption at the range of \$4.40 to \$4.45, as to test and holder.

Quinine has sold better during the interval and upon a stronger basis of value. The bark sales in Amsterdam on the 21st inst. resulted in an advance of 5 per cent., the unit being 7½c. The agents of foreign manufacturers are consequently firmer in their views, though no advance in price was announced up to the time of going to press with this report. Domestic brands continue in good demand at the range of 30c to 35c for bulk and 33c to 38c for ounces. German bulk is quoted 28c to 33c, and we hear of some sales from second hands at a shade below this figure.

Soap, Castile, is in small supply, and holders offer sparingly at 10½c to 11c, with stock to arrive quoted 10½c to 10 3/8c.

Strychnine prices have been reduced by domestic manufacturers to meet the decline in price of foreign brands. Quo-



tations for B & S brand were reduced 10c per ounce, and domestic makers quickly followed suit, making the revised range for alkaloid crystals in eighths in lots of 500 ounces 80c; 100 ounces, 85c; 25 ounces, 90c; smaller quantities, 95c. The decline in price of foreign strychnine has attracted considerable attention, as an import duty amounting to 30c per ounce is exacted on the foreign product.

Sugar of milk continues in good request with sales of powdered at 12c to 13c, as to quantity, the inside figures for lots of 25 bbls. or over.

Tonka beans are only in light jobbing inquiry, though the market appears steady at 75c to 80c for prime Angustura, 45c to 50c for crystallized Surinam and 30c to 35c for Para.

Vanilla beans, Tahiti, are scarce and under good control, and prices show an advance to \$1.80 to \$1.90. Bourbon are maintained at full previous prices, the range of the market being \$4.75 to \$7.50, as to quality. Mexican are held at \$9.00 to \$12.50 for whole and \$7.50 for cut.

Wax, Bees, remains quiet, but the market is well sustained at 29c to 31c for ordinary pure, 32c to 33c for selected and 45c to 50c for bleached. Japan is in limited supply and firm in the face of a good demand, while 6½c is quoted for stock to arrive and 7½c named for spot goods. Some holders ask up to 7½c.

### CHEMICALS.

Acetate of lime is in steady, moderate request, a considerable export demand being experienced, and the market is steady at the range of \$1.05 to \$1.10 for brown, and \$1.55 to \$1.60 for gray.

Alum is quiet and few sales of consequence are reported, though prices are well sustained from manufacturers at \$1.75 to \$1.90 for lump and \$1.85 to \$2 for ground.

Arsenic, white, is meeting with a good inquiry for consumption, with the sales at 4½c to 5c as to brand. Red is unchanged at 7c to 7½.

Blamuth preparations continue in fair, steady demand, with manufacturers' prices well sustained at \$1.75 to \$1.80 for sub-nitrate, \$1.80 to \$1.85 for subgalate, and \$1.95 to \$2.00 for subcarbonate.

Bleaching powder is in exceedingly limited spot supply and quotations are generally higher for small lots, 2½c being named for leading English brands, 2c for German, and 1.90c for French and Belgium.

Blue vitriol is a trifle unsettled, some outside holders quoting a shade below manufacturers' prices, or 5½c to 5¾c.

Boric acid is passing out into channels of consumption at manufacturers' quotations, or say, 10¾c to 11¼c for crystals and 11¼c to 11¾c for powdered.

Brimstone, crude seconds, to arrive, is quoted at \$22.

Chlorate of potash is without movement of consequence, such sales as come to the surface being made at 8½c to 9c.

Chloral hydrate has further declined, as the result of competition, 90c being now quoted on crusts and 95c on crystals in 100 pound lots.

Citric acid is reported higher in the London market, but values are as yet unchanged here, 40c to 40½c being named for domestic and 38c to 39c for Sicilian.

Cyanide of potash is weak and unsettled, with sales at the reduced range of 26½c to 27c.

Glycerin is active in a jobbing way, so far as medicinal qualities are concerned, and the market is steady at our previous quotations at 15c to 15½c for C. P. and drums, 15½c to 16c in barrels, and 16c to 19c in tins.

Nitrate of soda has been in active demand, and the spot supplies are considerably reduced, imparting a decidedly firm tone to the market; \$1.81¼ to \$1.81½ are the spot quotations, though holders are not anxious to part with their stocks at these figures.

Quicksilver is in lessened demand and 65c to 66c is now quoted.

Tartaric acid continues in fair request and prices are as previously quoted, or say 29c to 30c.

### ESSENTIAL OILS.

Anise has developed a firmer feeling under an improved demand and \$1.37½ to \$1.40 is now quoted.

Cassia has been advanced by the leading holders to the range of 82½c to 85c for 75 to 80 per cent. and 72½c to 77½c for lower grades.

Cedar leaf continues in moderate inquiry and firm at 65c.

Cubeb is meeting with better inquiry and values are firmly maintained at 95c to \$1.05.

Lemon is in improved demand, and we hear of several large sales at 90c to 95c, with an advance asked at the close of \$1 to \$1.15.

Limes has declined in the face of easier reports from foreign sources, and distilled is now quoted 65c to 70c, and expressed to 25c.

Peppermint is stronger in tone, and a recent sale of 12 cases for export was made at \$1.30, which is an advance over prices previously realized.

Sassafras, natural, is weak and unsettled, and recent sales have been at a decline to 36c to 38c; artificial quoted at 35c to 36c.

### GUMS.

Aloes is without quotable change; jobbing sales of Curacao at 4c to 4½c; Cape, 6½c to 7c, and Socatrine, 16c to 24c.

Arabic continues inquired for, and the market is steady at our quotations.

Asafetida is held at the range of 30c to 40c, but the demand scarcely exceeds retail proportions.

Benzoin has been in active demand, and rather scanty supply and correspondingly firm at 32c.

Kino is cabled higher in London and spot quotations are firm at the recent advance to 50c to 52c.

Myrrh is in small supply and firm at previous prices.

Senegal is passing out in fair average volume and values are steady at the old range of 15c to 24c for picked, 13c to 14c for sorts and 8½c to 14c for siftings.

Tragacanth is held at full previous prices and supplies are passing out quite freely in jobbing quantities.

### ROOTS.

Althea, cut, is firmly held at 25c in face of slight scarcity.

Gentian is firmer, with recent jobbing sales at 3¾c to 4c.

Golden seal shows a hardening tendency and quotations show a further advance to 56c to 58c.

Ipecac is higher in the London market and prices here have been raised to \$2.80 to \$2.90.

### SEEDS.

We have no features of interest to report in this market. The consuming inquiry for the leading descriptions is light and prices are without change.

### The J. C. Ayer Co. Supports the Plan.

According to the Lowell (Mass.) "Citizen," Dr. Stowell, general manager of the J. C. Ayer Co., gave an earnest recently of his intention to always aid the retailer in keeping up prices. The paper relates how Dr. Stowell "had a call from a representative of a wealthy firm of cutting druggists. This party said he had come to purchase a large bill of goods. He represented that he never substituted, always giving his customers precisely what they called for. When asked if he ever cut prices, he frankly replied that he did, believing that to be his own business entirely.

"He said he had a check with him of \$10,000, and he wanted just that amount of 'Ayer's Family Medicines.' Dr. Stowell replied that unless he would give a written guarantee that he would not cut the price on these goods, the order would be promptly refused. This the customer would not do and so departed, looking elsewhere for medicines with which to fill his shelves."

W. F. Peter, of Seymour, Ind., changed the style of his firm recently by taking in his two efficient clerks, W. C. Sumner and Henry Osterman, and incorporating the new concern as the W. F. Peter Drug Co. Mr. Peter has been in the drug business in Seymour about 30 years.

The Southwestern Mutual Drug Co., of Abilene, Tex., has been incorporated with a capital stock of \$10,000 by George C. Harris, Henry Sayles, Jr., and others.



## ITEMS OF INTEREST.

The drug clerks of San Jose, Cal., are agitating for shorter hours.

The Lowry Drug Co. has opened a handsome new drug store at Lakeland, Fla., with J. R. Spence in charge.

The drug store of Harry W. Smith, at Niagara Falls, Ont., was damaged by fire to the extent of \$3,000 recently.

William N. Schweitzer, for ten years employed at Scherp's drug store at New Britain, Conn., has taken the management of the Bristol pharmacy there.

F. M. Young, proprietor of the drug store at Odd Fellows' Hall, at Wheeling, W. Va., has opened a branch store and placed Charles Greer in charge.

Peek & Mize, proprietors of the Star drug store, at Hempstead, Texas, have bought the drug store of M. P. Miller. They will run both drug stores in the future.

George W. Bush, a prominent druggist of Winchester, Va., died on February 14, of consumption. For nearly 40 years he had been connected with the firm of George E. Bushnell & Co.

Frederick Norton, manager of Merriman Bros.' drug store at New Britain, Conn., has completed a short biographical work on the Governors of Connecticut. The work contains about 4,000 words and about 50 illustrations.

The Drug Clerks' Association of Winnipeg, Man., was recently formed, and the following officers elected: President, B. S. Cerswell; vice-president, C. C. Laing; second vice-president, W. Bentley; secretary-treasurer, D. W. Bradshaw.

The Sampson Medicine Co. has been incorporated at Winston-Salem, N. C. The capital stock is \$5,000, with the privilege to increase it to \$10,000. The incorporators are W. Lee Harger, R. H. Bodenhaner, H. O. Sapp and M. A. Feston.

Charles E. Potts, wholesale druggist, of Wichita, Kan., has made a twentieth century departure by taking all his employees into partnership with him. The new company have been incorporated with a capital stock of \$200,000, nearly all of which Mr. Potts owns himself. Most all of the employees of the house have been with him for ten years or more.

A handsome new drug store at Santa Barbara, Cal., is that of Canfield & McLeod. According to the enthusiastic description of the local press, the interior is all of Santa Barbara workmanship, even the show cases being made in that city. J. A. McLeod, the senior member, has had many years of active service in the trade, while Mr. Canfield is a graduate of the University of California.

The druggists of Muncie, Ind., have already commenced preparations for the entertainment of the persons attending the twentieth annual convention of the Indiana Pharmaceutical Association, to be held there next June. The convention will be one of the enjoyable events of the summer. About three hundred will be in attendance. A feature of the visit will be a visit to all the glass factories.

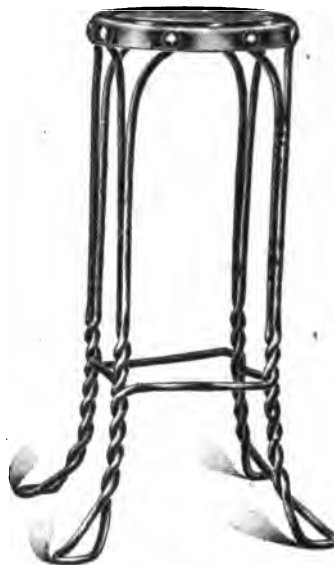
Desrochers Bros. have opened a new drug store at Woonsocket, R. I. The formal opening was made memorable by the free dispensation of soda. Henri Berard is the manager of the new store, the furnishings of which are entirely new, the fixtures being of quartered oak. A 12-foot prescription desk is a feature, while plate glass show cases contain full lines of goods. The fountain is a new idea, the syrup jars being of glass and in full view of the customer.

Contracts have been given out by which the Live and Let Live drug store at Chattanooga, Tenn., will blossom out with an entirely new interior about April 1, at a cost of several thousand dollars, making it not only the largest but the handsomest store of the kind in the Central South. The company are incorporated, the officers being Mark L. Morrison, president; William Rosenhein, vice-president, and Lewis Rosenhein, secretary and treasurer. All are practical pharmacists.

One of the most sensible improvements in staple articles of merchandise recently offered to the drug trade is the new invalid cushion made by the Davol Rubber Co., of Providence, R. I., and a sample of which will be sent on receipt of price by Meinecke & Co., of 257 Greenwich street. The Horseshoe Air Cushion is a radical change from the old-fashioned invalid ring, and its remarkable advantages have resulted in its adoption by the leading hospitals, physicians and trained nurses. Mention the AMERICAN DRUGGIST.

## To Make Your Store Attractive.

Druggists who take pride in the artistic appearance of their stores, and who realize how much of their trade, especially that proportion of it which might otherwise go to confectioners, depends on that appearance, are becoming daily more impressed with the necessity of adding wherever possible to the attractiveness and comfort offered. In this they are ably as-



sisted by such concerns as the A. H. Andrews Co., of 300 Wabash avenue, Chicago, which manufactures a special line of chairs and stools for the drug store. These stools are most attractive and artistic in design and are practically indestructible. The illustration here given shows one of their tall counter stools. To appreciate the beauty of design and the variety of style offered readers should write to the A. H. Andrews Co. at the above address for a copy of their catalogue, mentioning the AMERICAN DRUGGIST.

## Gem Ice Cream Spoon.

The latest devices to aid the druggist in handling a big trade in soda, ice cream soda, etc., are appreciated by the up-to-date pharmacist. For the coming season attention is called to an improvement in the construction of the "Gem Ice Cream Spoon," manufactured by the Gem Spoon Co., No. 4 Oakwood avenue, Troy, N. Y., whereby the cream is cut, instead of being forced from the bowl by means of the crescent or ejector, making the operation of dispensing equally easy in the softest and hardest cream, relieving the strain on all parts of the spoon, and greatly reducing the liability to breakage. In fact,



its present shape leaves nothing apparently to be desired in the way of improvement. The improvement gives increased power, which makes it unnecessary to order larger sizes than that of 16 to the quart, shown in the illustration, although prices for larger ones may be had on application. Mention this paper when writing.

The February price-list of Magnus & Lauer, importers and manufacturers of essential oils, vanilla beans, drugs, chemicals and soap makers' and perfumers' materials, 92 Pearl street, New York, has just been issued. This is a useful publication, as in addition to the market prices on the essential oils and perfumery materials sold by druggists it contains notes on the characteristics of the large number of articles so listed, together with references to the market position of the leading staples.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, MARCH 11, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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## REPEAL OF THE STAMP TAX ON MEDICINES.

THE long fight that has been waged for the repeal of the war tax on proprietary medicines has been brought to a satisfactory close. By the agreement reached by the Conference Committee of the House and Senate on February 28 the proprietary medicine schedule is entirely repealed, perfumes and cosmetics being included. This may be fairly claimed as another victory for the N. A. R. D., this association having been unremitting in its agitation for repeal since the opening of Congress. Although the repeal of the tax on proprietary medicines was at first regarded with disfavor, the pressure exerted became irresistible, and the Congress has bowed to the insistence of the drug trade throughout the country. The officers of the N. A. R. D. are naturally much gratified at the action of the Senate, and are deserving of congratulation on the success that has attended their efforts. Secretary Wooten, of that association, betrays extreme modesty, we think, when, after summing up the work of the N. A. R. D., he says: "Since its organization the N. A. R. D. through its executive officers and individual members has worked indefatigably for the repeal of the stamp tax on proprietaries, and if at this time it should toss its cap into the air and relieve its pent feelings by delivering itself of a few yells of satisfaction there would be none to say it nay."

## INSURANCE AGAINST MISTAKES IN COMPOUNDING.

WE are sorry to note that some local pharmacists have allowed themselves to be inveigled into supporting an insurance scheme for the advertised purpose of defending druggists in cases arising from alleged negligence in compounding or selling drugs or medicines.

The number of cases arising during the course of a year where druggists have been sued to recover damages for accidents from mistakes in dispensing is known to be very small, and the benefit of carrying an insurance policy of the kind now proposed is at least doubtful.

The claim of some of the companies that an advertisement of the fact that insurance is carried by a druggist will impress the public favorably is founded on specious reasoning. It is just as likely that patrons of the store would view the action of a druggist in taking out insurance of this kind as a reflection on the business. But we fancy few druggists will be prevailed upon to adopt a policy so contrary to the established custom of the trade, and one which at the same time entails so much expense, the cost of premiums to cover the store amounting to something over \$15 per year. The co-operative protection

system maintained by some of the local associations does not call for any such expenditure as this, and it has been found to answer all the needs of the trade.

### SUCCESS OF THE N. A. R. D. PLAN.

THE success of the N. A. R. D. plan for the regulation of prices on proprietary remedies seems to be well assured in all the large centers, including New York City. A list of "aggressive cutters" to whom the parties to the tripartite agreement have agreed not to sell goods has been placed in the hands of the jobbing drug trade, and the traveling salesmen have been duly instructed in regard to sales of prohibited goods to the firms so listed. The plan appears to be working satisfactorily in Greater New York, so long regarded as doubtful territory, and the officers of the N. A. R. D. have reason to felicitate themselves on this fact, especial credit being reflected upon F. E. Holliday, the chairman of the Executive Committee, who has conducted every phase of the negotiations leading to the operation of the plan with a display of tact and good judgment which marks him out as the best selection that could possibly have been made for the rather difficult position which he holds.

### REGULATING THE STORAGE OF EXPLOSIVES.

IN our news columns we publish the amendment to the charter of the City of New York, which was drafted by a committee of the New York Board of Trade and Transportation, with a view to eliminating those defects in the existing laws and regulations which were brought to light by the Tarrant disaster. The novel feature of this bill, which has been introduced in the legislature, lies in the creation of a board of experts, to whom a merchant may appeal when he feels that the fire commissioner imposes too onerous restrictions upon him. This board is to consist of the fire commissioner, the president of the New York Board of Trade and Transportation and the president of the New York section of the American Chemical Society. The commissioner is also given authority to add to the list of articles officially recognized as explosives.

Similar measures modifying or rendering more stringent existing laws have either been offered for adoption or have already been enacted by the legislative bodies of many cities. In Philadelphia an ordinance has been reported favorably by a committee of the Common Council, which covers very much the same ground as that now before the New York State legislature. Both measures are to be commended in providing for a board of appeal, though the constitution of the Philadelphia board is, in our judgment, less commendable than that of the New York board, for in the former appeals are to be passed upon by a board composed of the chief of the bureau of building inspection, the chief of the fire department and the secretary of the Philadelphia Fire Underwriters'

Association. It would be difficult for any board of only three persons to adequately cover the interests which should be represented, and the ideal board would embrace the three officials named in the New York measure, with the addition of two others—namely, the secretary of the board of underwriters and the chief of the bureau of building inspection.

The New York measure is also to be preferred, in that it gives authority to the fire commissioner to add to the list of combustibles as occasion may arise without necessitating recourse to legislation to meet conditions which may arise from the introduction of new explosives into commerce.

Whatever regulations are made, however, should be as clear, definite and intelligible as it is possible to make them, for where any transgression of the law occurs it is generally through misapprehension on the part of the druggist and not through a wilful disregard of the law.

### MARK TWAIN AND THE OSTEOPATHS.

"MARK TWAIN," who is justly regarded as perhaps the greatest living exponent of American humor, has been essaying new rôles of late, and from opposing the policy of the National Government with regard to the acquisition of the Philippines, he has turned to championing the claims of the osteopaths to legislative recognition, and with equal results in each case, for he can find no one to take his utterances seriously. On February 27, at the hearing before the Assembly Committee on Public Health upon the Seymour bill to license osteopaths, Mr. Clemens (Mark Twain) made a plea for personal liberty and the right to experiment as he pleased with his own body, and asked why he should not have the same right to prescribe for his body as he had for his soul. The attempted parallelism between religious and medical liberty was a failure, for it required no argument to show that while a man's religious convictions concerned no one but himself, and were moreover but matters of opinion and faith, the case of the treatment of disease was different, and concerned with matters of certainty and knowledge. It concerns no one but the patient (and his immediate friends, with whom he may be left to fight the question out) that he chooses to expect curative results from methods that some, perhaps the majority, of competent judges consider lacking in reasonable support. But it concerns the entire community that the man called in to a case of sickness should be so trained as to be competent to recognize the difference between a simple sore throat and diphtheria, or between a pustular skin eruption and small-pox. It may be true that it is the indefeasible right of any man to experiment on himself, or to make a fool of himself in any way that he pleases; but that right does not give him the right also to imperil the welfare, and perhaps even the life, of all other persons with whom he may be unavoidably thrown into contact.

## PHOTOGRAPHIC SUPPLIES AS A SIDE LINE.

BY H. C. STIEFEL, PH.D., PITTSBURG, PA.

It is a comparatively easy matter for the pharmacist to increase his income through the sale of photographic supplies. Of course, he must know whether or not his patrons are likely to possess cameras before laying in a stock of photographic apparatus and chemicals.

## ADVANTAGES OF A KNOWLEDGE OF PHOTO-CHEMISTRY.

While not actually essential it would be a decided advantage to the pharmacist to know at least a little something of the different processes involved in the production of a photograph. He should know how to develop and fix a plate or a piece of promide paper, and how to print and tone a piece of so-called "printing-out paper." If he does not possess this knowledge it would be better for him to abandon the idea of selling photographic chemicals; for the average amateur photographer has dabbled in chemistry just deep enough to foster the belief in him that he knows it all. He may talk learnedly of sulphites and acetates, of acids and carbonates, but you may place the sulphite label on the carbonate bottle, and he will work with the two bottles for a long time before noticing any difference. Amateurs of this class will, however, occasionally ask the druggist such questions as, "Why is sodium sulphite used in *developing* paper and sodium hyposulphite in *fixing* it?" I recently heard a question of this kind asked of a pharmacist, who replied "he did not know whereupon the customer exclaimed, "If you do not know that much about chemistry, I fail to see how you can fill a prescription. I'll go somewhere else with mine!"

## DRY PLATES AND FILMS.

In photography we use first of all the dry plate or the film. The dry plate consists of a sheet of glass coated with a solution of gelatin and water, such solution, erroneously called "emulsion," containing silver bromide in suspension. The glass is coated with the warm gelatinous mixture of silver bromide and is then dried. The films, used mostly in kodak work, are transparent skins of gelatin, collodion, celluloid or isinglass, coated with an emulsion similar to that upon the plates. Films have the advantages of being lighter and less fragile than glass plates.

Since the plates, films and papers are all affected by normal light, whether candle, lamp or sunlight, or even the glowing end of a cigar, all work with them, such as loading plate holders, developing and filling frames, etc., must be conducted in the dark room by the light of a dark room lantern, which is a lamp provided with a very dark red glass. The dark room itself must be absolutely light proof. After the plate or film has been "exposed" in the camera it can be developed at leisure.

## THE SELECTION OF CAMERAS.

There are hundreds of different styles and makes of cameras, giving pictures from, say,  $2\frac{1}{2}$  inches square up to, say,  $20 \times 60$  inches. They can be had at all prices, to sell at from \$1 to \$100 each.

In making his first purchase of cameras, the pharmacist must be guided to a great extent by the sum he has decided to expend upon his photographic department. He should put in stock several different makes of the smaller sizes, because he will find that where one customer will prefer a  $4 \times 5$  camera for films, another will select a camera using plates or a straight hand, or a tripod camera. The larger sized cameras can be represented by specimens of their work. For example, a few prints will show the

work of a  $5 \times 7$  Waterbury hand camera, and serve almost as well as showing the camera itself.

A few of the leading makers of cameras are E. & H. T. Anthony & Co., 122 Fifth avenue, New York; Scoville & Adams Co., 3 West Nineteenth street, New York; G. Gennert, New York, and the Eastman Co., Rochester, N. Y. A suitable selection of half a dozen different makes of cameras can be made from their catalogues.

## THE DEVELOPMENT OF THE PICTURE.

To take a picture the plate or film is placed in a suitable holder and exposed to the action of the sun's rays passing through a lens in the camera.

The plate or the film having been exposed in the camera, we proceed to develop the negative. The "picture" is upon the plate, but it is invisible to the naked eye, it being impossible to detect it even with a microscope, and no difference can be recognized between a plate that has just been exposed to the camera and one fresh from the manufacturer. Through the action of various chemicals, the latent image is developed and becomes visible to the eye.

The chemical substances capable of bringing out the image are known as developers, and of these there are at least sixteen distinct substances in use to-day. The most commonly used are Pyrogallol ("pyro" or pyrogallie acid), Hydrochinon, Eikonogen, Metol, Rodinal, Amidol, Glycin, Ortol, Diphenal, Diogen, Imogen, Hydramine, Metacarboll and Tolidol. The three last named are manufactured in the United States, while the rest come from Germany. With the exception of "pyro," all of these developers are derivatives of coal tar.

## THE COMPOSITION OF DEVELOPING SOLUTIONS.

Several methods are in vogue for the preparation of developing solutions, each method having advantages of its own. The solutions most largely used by amateurs are the so-called "single solution developers," in which all of the ingredients are present in one solution.

The manufacture and sale of these solutions can be made a profitable item in the business of the retail druggist, and for a simple pyro two-bottle solution the following can be recommended:

## TWO-BOTTLE PYRO DEVELOPER.

No. 1. To 6 ounces of distilled water add drop by drop 10 drops of sulphuric acid, and in this dissolve pyrogallie acid 1 ounce, and cork the bottle. Mark this bottle "stock solution reducer."

No. 2. In 15 ounces of hot distilled water dissolve sodium sulphite crystals 6 ounces and sodium carbonate crystals 4 ounces. This forms the "stock solution accelerator," and should be so marked. Both solutions will keep at least one month in good condition.

The directions for using these solutions are as follows: To develop a normal exposure mix 1 drachm of No. 1 with 4 drachms of No. 2, and add 3 ounces of water in winter and 4 ounces in summer. With this developer the image appears in one minute, and is completed in from six to eight minutes.

## THE MANAGEMENT OF OVEREXPOSED PLATES.

If the image flashes up instantaneously upon the application of the developer it indicates that the plate has been overexposed. For an overexposed plate the following manipulation is recommended: Pour off the developing solution from the plate into a graduate, then flood the plate with fresh water, pour off and return the developer to which has been now added 3 or 4 drops of a 10 per cent. solution of potassium bromide. A few drops of stock solution No. 2 will then start development afresh.

(To be continued.)

## A NEW TEST FOR BILE.

BY PROFESSOR E. H. BARTLEY, M.D.

Brooklyn College of Pharmacy.

**W**HILE there are several well known tests for biliary coloring matters, there is room for improvement. The usual tests for these coloring matters depend upon the use of certain oxidizing agents, which produce certain distinct color changes. The oxidizing agents usually employed are nitrous acid and iodine, which give with biliary coloring matter a green color. Nitrous acid, as is well known, gives at first a green color, rapidly changing to blue, violet, red, and finally yellow. The changes are often so rapid that the green, which is regarded as the only characteristic color, is likely to be overlooked. The green color produced by overlaying the urine with tincture of iodine appears only after a few minutes' standing, and is not always as distinct as might be desired.

The use of ferric chloride and hydrochloric acid as an oxidizing agent is well known, and is resorted to in the detection of indoxyl in the urine. The method of its use for this purpose is to add to the urine an equal volume of strong hydrochloric acid and then a few drops of the ordinary test solution of ferric chloride. The potassium indoxyl-sulphate is thus decomposed, and the indoxyl is oxidized to indigo blue. The indigo is dissolved out of the solution by shaking with about two cubic centimeters of chloroform, in which it is soluble. As the chloroform separates, it carries down the indigo and forms a blue indigo-chloroform layer at the bottom of the test tube.

If this same test be applied to a urine containing bile coloring matters, the solution assumes, on adding the ferric chloride, a beautiful emerald green color. This green coloring matter is insoluble in chloroform and hence does not interfere with the indican test. Bile and indican can therefore be tested for at the same time and in the same solution. The test was first observed by the author in examining feces, and the test was made as follows: An alcoholic extract of the feces was made and filtered clear. To this alcoholic solution hydrochloric acid was added and then a few drops of ferric chloride solution. An intense green color was immediately produced. This reaction has been tried upon a great many specimens of urine and no sample not containing bile has been found to give a green color. I believe it to be the best, the most characteristic, and the most delicate test we possess for the presence of bile in urine or feces. I have not been able to find in the literature any mention of this process for the detection of bile, although it seems strange that it has not been mentioned, as the reagents are commonly used together in the test for indican.

### Substitute for Gutta-Percha Bottles.

For the preserving of hydrofluoric acid, which is frequently used for cleaning heliotype plates, in the manufacture of dry plates and for etching on glass, only the expensive gutta-percha bottles have been used heretofore, which, however, become brittle and hard in time, and therefore constitute danger. A very convenient substitute is obtained, according to the *Deutsche Photographen Zeitung*, by pouring hot wax into a glass bottle with suitable spout, and coating the inside with it by allowing the wax to harden with constant turning. The neck, as well as the spout, is also coated with wax. Instead of cork or glass make a stopper of glazier's putty. The wax coating at the spout prevents drops from running down to the outside wall.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### FITTING UP AND OPENING A NEW STORE.

(Continued.)

#### THE TREATMENT OF THE WALLS.

**I**N the treatment of walls and ceiling one has the choice of fresco, paper, Lincrusta or other relief decoration, or stamped sheet metal. Fresco and the various kinds of relief decoration are the most expensive and can only be used where the amount of money to be spent in fitting up is large. A low priced fresco job is usually a most in-artistic and unsatisfactory thing. Papering will be more satisfactory unless one can afford the services of a first-class fresco artist. In selecting paper, as in selecting fixtures, avoid dark colors. Ingrain paper, commonly called "cartridge paper," is much used, and while the effects obtainable in it are very soft and beautiful it has the disadvantage of a soft, woolly surface that absorbs light and collects dust, and its color effects are somewhat low toned and somber.

Where the walls of the store room are in bad repair or of dark colored wood they may be improved by applying stamped sheet metal. This comes in a wide variety of design and may be enameled or painted to match or harmonize with the fixtures. It should never be painted in one solid color for the reason that it is practically impossible to apply the sheets of metal so that the flat part of each sheet is upon exactly the same level. In looking across the surface of sheet metal ceiling—as in looking down the vista of the store from a point near the front door—the surface looks rough, uneven, billowy. Painting in one color emphasizes this defect, but if three or more tints are used as suggested for fixtures this defect is neutralized.

#### THE FLOORING.

In the treatment of the floor, stone tiling, hard-wood—either the ordinary straight laid matched boarding or the more ornamental "wood carpet," "linoleum," or the new "rubber tile" may be used. The last makes an ideal floor; it is soft, noiseless, easily cleaned, very durable and of handsome appearance. The tiles are made of a rubber composition and in laying them they lock firmly together and form a solid flooring that is water and dust tight. Such a floor is practically indestructible, as worn or damaged tile may be replaced at any time.

"Linoleum" also makes a handsome and durable floor covering and, like rubber tile, feels soft and pleasant to the feet. It is also very durable, the heaviest being good for five to ten or more years' wear. It should cover the floor in one whole piece, as on account of its heavy body it is inclined to curl up at the edges and thus makes bad joints that look clumsy and wear out quickly.

The tessellated floors of marble or artificial stone tiling, so much used a few years ago, have passed out in modern store fitting. Mosaic tiling—small chips of stone



of irregular shape laid in various designs—has taken their place to some extent in the more elaborately fitted stores. These floors are expensive and like all stone floors, cold in winter, and slippery in wet or snowy weather. Then, too, unless the design is elaborate and well worked out in light colored stone, which greatly increases the cost, it makes rather a dull looking floor.

Hard wood floors, either plain or inlaid, are hard things to keep in good order. Unless a great deal of labor is spent on them they soon look shabby. Even in a private house they require more work to keep in order than a carpeted floor. In a store they will need to be scrubbed at least once a week and a coat of oil or floor wax applied after each scrubbing to keep them in good condition. It would be real economy to cover such a floor with linoleum or rubber tile even though the first cost be large, as these can be kept in condition with so much less labor.

#### ECONOMIZING SPACE.

In stores where the rent is high and the store room small it is important that every bit of space possible be utilized for the storing and display of stock. Where the ceiling is less than fifteen feet high, space may be gained by carrying the fixtures up to the ceiling, access to the upper shelves being arranged for by a "bicycle stepladder" or some other convenient contrivance. The "bicycle" ladder is a strong light ladder fastened at its upper end to a rail on which it runs along the shelves. It can be slid along the rail to any point in an instant, and, when not in use, may be slid to the rear of the room, or any other point where it will be out of the way.

Where the store ceiling is more than fifteen feet in height, as it is in many city stores, the stock storage capacity may be nearly doubled by constructing an inter-story or mezzanine floor at a height of eight feet or more from the floor. This may be done by running a gallery around the room, quite narrow along the sides of the room and wider at each end of the store. This wide front or rear gallery makes a good location for the business office of the establishment, as it commands a good view of the entire store.

#### CONCERNING SHOW CASES.

The amount of room to be used for the display of goods must be large, if a serious attempt is to be made toward building up a large sundry and fancy goods trade. The ordinary equipment of showcases is nowhere near large enough to show a large line of such stock as needs the protection of a showcase to prevent the deterioration of the goods shown. Showcase capacity may be doubled by making the counters into showcases as well. There are the all glass showcases and counter combined, called the "silent salesman" showcase. They are all glass, front, back, sides and top, and being the height of the ordinary counter and showcase they take up only the usual amount of space. Another style of showcase counter that is still better is a counter that is built of the same material as, and to match the wall cases, with a series of closets with glass doors built into the front of the counters. These closets are only half the depth of the counters—about one foot deep—and the remainder of the space at the rear of the counter may be used for storage purposes in the usual way. A lot of goods can be displayed in counter closets of this kind. Some of the closets may be fitted as sponge bins, so that when unlocked at the top, the bin, being hinged at the bottom, will tip forward, giving access to the sponges. Every sponge can be seen through the glass front of the bin, and at the same time they are out of reach of dirt and dust.

If the store room should be wide enough, a series of showcases down the middle of the floor will show and sell lots of goods. Such cases should be two or three feet wide and about four feet tall. A number of small ones of about these dimensions are more effective in making sales than a smaller number of larger cases. The goods are seen to better advantage in the smaller cases, and each case can be devoted to one line of goods.

#### THE LIGHTING OF THE STORE.

Whether a store is artificially lighted with electricity or gas, the light will be much better distributed and the room made to appear lighter if the lights are placed around the sides of the room instead of being suspended from the center of the room, as is generally the case. The electric or gas fixtures should be fixed to the pilasters of the wall cases—a light on every second or third pilaster. The gas pipes or electric wires can be run back of the wall fixtures out of sight, in the latter case doing away with the unsightly wires on the store ceiling in such stores as do not have the electric wiring built into the walls. In any case it does away with the necessity of light fixtures hanging from the ceiling—they are always a detriment to a finely decorated room—and their absence adds to the apparent size of the room. With the same amount of candle power, the lighting is doubly effective if divided up into small lights placed at frequent intervals around the sides of a room than if the same amount of light were concentrated into large lights placed in the middle of the room.

**The Preservation of Eggs.**—J. Hellwig states that it is most important that eggs be protected both from light and heat, and therefore the custom of dealers in exposing them in windows is very objectionable. The best protective application seems to be a mixture of one part of soluble water gas and ten of pure water. When applied to really fresh eggs this keeps them unchanged for a long time.

**Guacamphol in Night Sweats of Phthisis.**—A. Lasker (*Deutsche Aertze Zeitung*, 1900, No. 17) employed guacamphol, a compound of guaiacol ether and camphor in the excessive perspiration of tuberculous patients. Guacamphol is a tasteless, odorless powder, insoluble in water, alcohol or the other ordinary solvents, unchangeable by acids and but slowly saponifying with alkalis. It passes through the stomach unchanged, and in the intestine it is gradually split up into guaiacol and camphoric acid. The last named substance counteracts the tendency to excessive perspiration. The writer used this remedy in 56 cases, giving 0.2 daily at about 8 o'clock in the evening. In some patients two or three doses were sufficient to diminish the night sweats for a considerable time, but as a rule it was necessary to continue the treatment for a few days. In a few cases the dose had to be increased to 0.6 — 1.0 Gm., and in four cases no effects whatever were produced. As regards the duration of the effects of guacamphol the author found that in some cases the effect lasted for a very considerable length of time—a few weeks—but as a rule the treatment had to be resumed after a time. In grave cases of phthisis even repeated doses had no effect. No disagreeable effects were noted, even when large doses (1.4 Gms.) were given. While it is not as efficient as atropine, guacamphol is better for the purpose mentioned, because it is harmless. The advantage of the new preparation over camphoric acid is that it acts satisfactorily in much smaller doses.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

*This series of papers is designed to furnish the information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

(Eleventh Paper.)

### THE EFFECT PRODUCED BY LENSES.

**C**ONVEX lenses make objects appear somewhat larger than they seem to the unaided eye, and conversely concave lenses make them appear smaller. Hence a presbyope\* using convex glasses for reading, sees the print not only clearer than without glasses, but also larger than it looks to an emmetrope. So also a hypermetrope wearing convex glasses sees objects larger than when he views them without glasses, and a myope with his concave glasses sees them smaller. In hypermetropia, however, on account of the deficiency of refractive power the retinal image is smaller; and in myopia on account of the excess of refraction it is larger than in emmetropia. So that in each case there is an equalization, and hence hypermetropes and myopes, when wearing their proper glasses, see objects of the same apparent dimensions as does an emmetrope without glasses.

A convex spectacle lens is increased in refractive power and affords more magnification when moved from the eye, whereas a concave lens when so changed causes a diminution in the size of objects. Whenever a hypermetrope or a presbyope inclines to move his convex glasses away from his eyes and wear them half way down his nose, it is fair to assume that they are not quite sufficient to correct his defect, and that he unconsciously increases their power by the change in position. On the other hand, when a myope prefers to wear his glasses at some little distance from the eye, the natural inference is that they are almost too strong.

### CORRECT LOCATION FOR GLASSES.

The correct rule of practice is that the glasses should be worn as close to the eyes as possible, just allowing sufficient room for the free movement of the eye lashes. A distance of about one-half inch from the vertex of the cornea fulfills this condition in the majority of cases, and

\*Sufferers from the following diseases are referred to in these articles by the name derived from the respective diseases. The definitions are those given in Foster's Encyclopedic Medical Dictionary:

**Emmetropia.**—The normal state of the eye as regards refraction, so that, without any effort at accommodation, parallel rays are brought to a focus on the retina, the far point of distinct vision lying at an infinite distance.

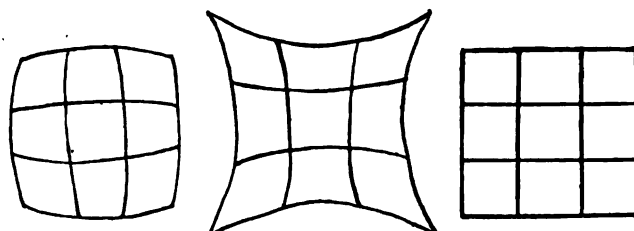
**Hypermetropia.**—Far-sightedness; an ocular affection in which the parallel rays from a luminous point are focused behind the retina.

**Presbyopia.**—Old sight, the condition of the accommodation in persons who have passed middle life, due to the increasing rigidity of the crystalline lens. It is the result of the gradual recession of the near-point of vision from the eye, which takes place as life advances, and which causes curtailment of the width of accommodation. When clear vision is no longer possible at a shorter distance than 22-cm. from the eye, presbyopia is said to have begun. The standard is arbitrary.

**Myopia.**—Short-sightedness; that condition of the eye-ball in which, owing either to the antero-posterior axis of the eye being too long, or to the refracting power of the dioptric media being too high, parallel rays are not brought to a focus on the retina, but at a point in front of it. Circles of dispersion are thus produced on the retina, and all objects are seen indistinctly unless they are near enough to produce sufficiently divergent rays to unite in a focus on the retina.

at the same time allows the correcting lens to be placed near the anterior principal focus of the eye, in which position of the glass the retinal image formed either in hypermetropia or myopia is practically of the same size as the image of the same object formed in an emmetropic eye.

The attempt to increase or diminish the strength of a convex or a concave lens by removal from the eye is not to be commended, but rather when such tendency exists it should lead to a re-examination of the eyes in order that the proper lenses may be prescribed.



DISTORTION OF OBJECT BY CONVEX AND CONCAVE LENSES.

The increase or diminution in the apparent size of objects viewed through a convex or concave lens is not uniform in all parts of the visual field, but is noticeably greater at the periphery than at the center. A large, square object seen through a spherical convex lens shows the periphery more magnified than the center; this would cause it to appear as if bounded by curved lines with their convexity toward the center. The diminution in the same square when viewed through a concave lens being most noticeable at the periphery, would make it appear as if bounded by curved lines with their concavity toward the center of the field.

In connection with the action of convex and concave spheres in lessening or increasing the accommodation, is the effect which they exert upon the convergence, on account of its close association with the accommodation. Convex lenses, while relieving the accommodation, at the same time diminish the convergence; and consequently they rank first among the agents at our disposal for arresting the development of convergent strabismus or "cross-eyes" looking toward the center, and even in many cases for its cure. Concave lenses, on the other hand, by increasing the effort of accommodation, also cause an increased action of the convergence, and may thus afford relief in many cases of muscular asthenopia, and even of divergent strabismus, or "cross-eyes" which turn outward.

### DECENTERED LENSES.

Spectacle lenses, whether convex or concave, may be so mounted as to exert a direct effect upon the convergence, by what is known as *decentering*—that is, by placing the lenses so that the optical center of the lens is not directly in front of the pupil. This develops in the lens a prismatic as well as a refractive effect. When this occurs accidentally as the result of imperfect centering of one or both lenses, it may be attended with harmful consequences. But when produced designedly and in accordance with scientific principles, it may be applied with advantage to the relief of muscular insufficiency.

A spherical lens acts as a prism when the ray of light passes through any portion of it except directly through the optical center. And the further removed from the center, the greater the prismatic effect produced.

In the Sixth Paper of this series, published in the AMERICAN DRUGGIST for December 10, 1900, it was shown that in convex lenses the optical center is at the thick-

est part of the lens, and in concaves at the thinnest portion. Therefore in convex lenses the base of the prism is at the center, and in concave lenses at the periphery.

When it is desired to relieve the convergence and assist the internal recti-muscles, the base of the prism is placed inward; and in order to produce the same effect with spherical lenses, the thickest portion of the lens must be toward the nose. Therefore convex lenses are decentered inward, and concave lenses decentered outward. In order to obtain the effect of a prism base out, convex lenses would be displaced outward and concave inward.

When glasses are to be used only for reading or close work, where there is a constant effort required from the convergent muscles, the convex lenses may be decentered inward and the concave lenses outward, without any harm, and in many cases with advantage.

## GATHERED FORMULAS.

(Continued from page 107.)

### Some Soap Formulas.\*

#### LILAC SOAP.

Best white ground soap.....	kl. 100
Terpineol .....	gm. 400
African geranium oil.....	gm. 50
Musk tincture .....	gm. 200
Ylang-ylang oil .....	gm. 30
Hellotropine .....	gm. 25
Vanilla tincture .....	gm. 50
Tonka tincture .....	gm. 50

#### EAU DE COLOGNE SOAP.

White ground soap.....	kl. 100
Lanoline .....	kl. 3
Potato meal .....	kl. 1
Bergamot oil .....	gm. 500
Lemon oil .....	gm. 180
Neroli oil .....	gm. 60
Lavender oil .....	gm. 40
Rosemary oil .....	gm. 10
Geranium oil .....	gm. 6
Musk tincture .....	gm. 50

#### SPIKE SOAP.

White ground soap.....	kl. 100
Lanoline .....	kl. 3
Potato meal .....	kl. 1
Yellow dye .....	gm. 10
Lavender oil .....	gm. 200
Spike oil .....	gm. 100
Patchouli oil .....	gm. 50
African geranium oil.....	gm. 50
Palmarosa oil .....	gm. 50

#### HERB SOAP.

White ground soap.....	kl. 50
Yellow ground soap.....	kl. 50
Lanoline .....	kl. 2
Green dye .....	gm. 400
Thyme oil.....	gm. 150
Wintergreen oil .....	gm. 100
Lavender oil .....	gm. 100
Bergamot oil .....	gm. 30
Patchouli oil .....	gm. 8

#### LILY MILK SOAP.

White ground soap.....	kl. 42
Musk tincture .....	gm. 60
Civet tincture .....	gm. 40
Geranium oil .....	gm. 80
Linaloe oil .....	gm. 80
Lavender oil .....	gm. 50
Ylang-ylang oil .....	gm. 8
Cananga oil .....	gm. 6
Neroli oil .....	gm. 8

#### THRYDACE SOAP.

White ground soap.....	kl. 25
Yellow ground soap.....	kl. 25
Powdered orris root.....	gm. 500
Dry ultramarine green.....	gm. 60
Peru balsam .....	gm. 10
Civet tincture .....	gm. 25
Cumarine .....	gm. 5
African geranium oil.....	gm. 100
Neroli oil .....	gm. 80
Bitter almond oil .....	gm. 15
Wintergreen oil .....	gm. 30
Clove oil .....	gm. 80
Lemon oil .....	gm. 30

#### LILY OF THE VALLEY.

White ground soap.....	kl. 50
Cumarine .....	gm. 5
Violet tincture .....	gm. 80
Musk tincture .....	gm. 50
Linaloe oil .....	gm. 100
Lavender oil .....	gm. 80
Melissa oil .....	gm. 40
Bitter almond oil.....	gm. 20
Palmarosa oil .....	gm. 100

#### HONEY SOAP.

White ground soap.....	kl. 50
Yellow ground soap.....	kl. 50
Lanoline .....	kl. 18
Potato meal .....	kl. 1
Uranine orange .....	gm. 20
Lavender oil .....	gm. 220
Citronella oil .....	gm. 220
Bergamot oil .....	gm. 150
Kuemmel oil.....	gm. 75
Clove oil .....	gm. 75
Cassia oil .....	gm. 75
Pomegranate oil .....	gm. 75
Thyme .....	gm. 75
Hellotropine .....	gm. 75
Peru balsam .....	gm. 40

#### PATCHOULI SOAP.

White ground soap.....	kl. 50
Yellow ground soap.....	kl. 50
Lanoline .....	kl. 3
Potato meal .....	kl. 1
Soap brown .....	gm. 200
Patchouli oil .....	gm. 200
Sandalwood oil .....	gm. 200
Lavender oil .....	gm. 60
Rosemary oil .....	gm. 30
Tincture of benzoin.....	gm. 160
Tincture of musk.....	gm. 50
Cumarine .....	gm. 10

#### HEDGE ROSE SOAP.

White ground soap.....	kl. 100
Lanoline .....	kl. 3
Potato meal .....	kl. 1
Cinnabar .....	gm. 50
African geranium oil.....	gm. 320
Bergamot oil .....	gm. 120
Clove oil .....	gm. 40
Cinnamon oil .....	gm. 40
Bitter almond oil.....	gm. 80
Muscat nut tincture.....	gm. 230
Musk tincture .....	gm. 200

#### Milled Soaps.

#### YLANG-YLANG SOAP.

White ground soap.....	kl. 50
Jasmine extract .....	gm. 100
Ylang-ylang extract .....	gm. 100
Vanilla extract .....	gm. 80
Musk tincture .....	gm. 80
Cananga oil .....	gm. 60
Linaloe oil .....	gm. 60
Geranium oil .....	gm. 50
Ylang-ylang oil .....	gm. 40
Wintergreen oil .....	gm. 10
Neroline crystals.....	gm. 2

\*From Soap Maker and Perfumer through British and Colonial Druggist.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### American Journal of Pharmacy, March.

**The Chemistry of Ipecacuanha.** By Dr. H. B. Paul and A. J. Cownley.—This article, which is concluded from the previous issue of the *American Journal of Pharmacy*, gives in detail the results of the work of the authors which are in practical agreement with those obtained by Dr. Hesse and by E. Merck, so far as the formulas of emetine and cephaeline are concerned. The authors are inclined to doubt the statement that de-emetinized ipecacuanha is more valuable in the treatment of dysentery than the normal root, as samples that they have seen which purported to be de-emetinized contained in some cases as much as 0.5 per cent. of total alkaloids.

**A New Cold Cream.**—W. C. Alpers recommends the following formula for a cold cream, which is not open to the objection which has been made to the official preparation—namely, that it deteriorates on standing on account of the oxidation of the almond oil:

	Parts.
White wax.....	150
Paraffin oil [Liquid petrolatum].....	600
Water .....	240
Borax .....	9
Oil geranium.....	1
Oil rose, 10 to 20 drops.	

To make.....1,000

Dissolve the wax in the oil with the aid of a gentle heat; in another vessel dissolve the borax in the water; bring both solutions to the same temperature, not exceeding 60 degrees C. (140 degrees F.), and pour the aqueous solution into the oil in a continuous stream. Stir gently for a minute or two, add the essential oils while stirring, and pour into jars before cold.

The author cautions the pharmacist to avoid excessive heat, to be sure of the purity of the wax, and not to stir very briskly after mixing the two solutions. He also suggests the probability that mineral oil will prove a valuable substitute for animal fats for cerates and ointments generally.

**Why Do Syrups Spoil?** By Alfred I. Cohn, Ph.G.—The author enumerates seven principal causes for the decomposition of syrup, most of which, such as an insufficiency in the sugar present, exposure to excessively high temperatures, or to light are within the power of the druggist to regulate. The most frequent cause for decomposition of syrup is the presence of ultramarine blue, which is used by sugar refiners to neutralize the natural yellow tone of the sugar and make it pure white. He therefore recommends the substitution of pure rock candy for sugar in making syrups.

**The Assay of Coca.**—William R. Lamar shows the relationship existing between the several methyl esters of the substituted egonine molecules, one of which is cocaine. He commends a modification of Squib's assay process, in which a dilute solution of ammonium hydrate is substituted for a solution of sodium carbonate to liberate the alkaloids from their natural combinations. The test is carried out as follows: Place 25 Gms. of coca leaves in No. 40 powder in an open vessel of about 450 Cc. capacity; add 25 Cc. of an approximately 2 per cent. solution of ammonia, mix well and macerate with occasional stirring for a half hour. Remove the cover, and if the odor of ammonia is not perceptible, add a little additional ammonia and repeat the maceration; if it is

perceptible gradually add 75 Cc. of kerosene oil, mix thoroughly and allow to stand, covered, for an hour or more, stirring every fifteen minutes. Transfer to a cylindrical percolator of 500 Cc. capacity, pack lightly, rinse out the macerating jar with kerosene and pour this on the ground leaf. Add kerosene and percolate at the rate of six to eight drops per minute, collecting about 400 Cc. of percolate; transfer this to a separatory funnel of about 750 Cc. capacity, add 25 Cc. of decinormal hydrochloric acid and shake continuously for ten minutes, allow to rest for twenty minutes; draw off the acid liquid, together with a small quantity of the emulsion formed into another separator of about 275 Cc. capacity, and extract the oil remaining in the separator with two successive portions of 25 Cc. of decinormal hydrochloric acid. To the united acid solutions add 20 Cc. of ether, shake well and allow to separate; draw off the acid liquid into a second separator and to it add a fresh portion of 15 Cc. of ether; shake well and again separate, thus removing the last trace of oil and coloring matter. Wash the ether remaining in the first separator with two successive portions of 5 Cc. of water; draw these off and wash the second portion of ether with them. Finally draw them off from the second portion of ether and place in a third separator, in which the acid solution has been placed. To this add a sufficient quantity of 2½ per cent. ammonia water to render the liquid slightly alkaline. Extract the alkaloids with three successive portions of ether, using respectively 40, 30 and 30 Cc., drawing off the aqueous liquid carefully into another separator and pouring the ethereal solution of the alkaloid out through the upper opening of the separator into a tarred beaker of 160 Cc. capacity. Rinse the separator with 10 Cc. of ether, pouring it into the separator containing the aqueous portion. Now rinse the other portion of the separator from which the ethereal solution has just been removed with 5 Cc. of ether, pouring the wash ether into the separator containing the acid solution. Again wash with 5 Cc. and then with 10 Cc. of ether, adding the ethers to the acid solution. Shake the separator with its contents actively, draw off the aqueous portion into the separator previously emptied, the ethereal layer being added to that already in the beaker. Repeat this operation a third time. Evaporate off the ethereal solution at a comparatively low temperature and finally dry at 60 degrees C. to a constant temperature, which usually requires about three hours. The weight obtained multiplied by four expresses the percentage of alkaloids in the leaf. The author considers this process as much to be preferred to that of Keller, which is preferred by Dohme.

**Commercial Asafetida.** By M. I. Wilbert.—The author reviews the literature of this subject, showing the general and long continued prevalence of adulteration in this drug. The author recommends that the Pharmacopœia should recognize powdered asafetida, which should be used as a basis for all pharmacopœial preparations, and that this powder should be required to contain a definite amount of alcohol-soluble substances.

**The Procter Memorial.**—Letters are published from a number of leading pharmacists discussing the subject of an appropriate way of memorializing the life and work of Prof. William Procter, Jr. The suggestions include the erection of a statue, the striking of a medal, the establishment of a scholarship and the founding of a research laboratory.

*Pharmaceutical Era*, February 21 and 28.

*A Business Course in Colleges of Pharmacy.*—The editors have obtained the views of several pharmacists on the wisdom of devoting a chair in colleges of pharmacy to the teaching of business methods, including book-keeping and commercial law, and find a general sentiment in favor of the idea. Letters on the subject appear from Professors J. P. Remington, J. H. Beal, C. T. P. Fennel and W. Bodemann.

*An Optimistic View of the Drug Business.* By W. B. Thompson.—The present day druggist has, according to the author, given too much heed to the deprecatory utterances and the mournful dirges of the chronic grumbler who has harped on fancied ills. He sees in the development of organization among pharmacists mere furtive and abortive attempts to change the fixed lines of procedure with regard to the regulation of trade, and advises druggists to pay more attention instead to the details of store adornment. The conditions which are said by pessimistic observers to be threatening the decline of the drug business are declared by Mr. Thompson to be nonexistent, and he takes a rather hopeful view of the future.

*The Story of Montgomery Rodgers.*—A fanciful narrative of the experiences of a young pharmacist who went into business for himself and made a failure of it.

*Business Course in Colleges of Pharmacy.*—Further contributions to this symposium appear, letters being printed from Simon M. Jones and Professors Edward Kremers, Fred. J. Wulling, A. R. L. Dohme and Frank S. Hereth. Sentiment regarding the advisability of establishing a "business chair" is somewhat divided among the professors. Professor Kremers, while believing that a "scientific course" ought to result in good, says it must not be expected that all who take such a course will for this reason become good business men. The remedy for the present deficiency in "business training" lies, in his opinion, fully as much in the class of men who in the future enter pharmacy as in any and all business courses that can be offered. Professor Wulling does not believe a "business chair" would be a consistent addition to a college of pharmacy. Dr. Dohme, although he can advance no good reasons against the idea, can see no reason for its adoption. To demand a knowledge of business methods as an entrance requirement would, in his judgment, be satisfactory.

*New Cellulose Industries.*—A reprint from the *Technology Quarterly* and *Scientific American Supplement*.

*Pharmaceutical Journal*, February 9, 16 and 23.

*The Detection and Chemical Identification of Arsenic.* By Dr. B. H. Paul and A. J. Cownley.—The authors discuss the delicacy and relative applicability of the different methods of ascertaining the presence of minute amounts of arsenic in articles of food and drink. The most satisfactory methods of separating arsenic from contaminated articles for identification are referred to as those of Reinsch and Marsh. The Gutzeit test is superior in point of delicacy to either of the two first named tests, but it is not in the authors' opinion applicable to the examination of substances like beer, which contain interfering materials.

*The Veterinary Uses of Antimony.* By Centaur.—The medicinal action of antimony when administered to horses in producing a good coat and a soft thriving skin are pointed out, the dose for horses being named as one to three drachms. The chloride or butyr of antimony is referred to as a tried friend of the veterinary surgeon, and in combination with the compound tincture of myrrh an

invaluable external application for the repression of angry granulations and fungoid growths. A pledget of tow dipped in the mixture and pushed into the cleft of the frog is almost specific for thrush and fewer cases of canker would be developed if this remedy were more generally sold by pharmacists. Tartar emetic, which is misnamed, so far as horses and cattle are concerned, is preferred by modern veterinarians to the old-fashioned "liver" or the black oxide of antimony. In ordinary doses the drug is a safe one to administer.

*The Development of Scientific Ideas as Applied to Fermentation Industries.* By William A. Bone, D. Sc., Ph.D., and H. C. Harold Carpenter, M.A., Ph.D.—(Part I concluded.)—The present installment deals with the researches of Pasteur on fermentation, and gives an account of the general method for the isolation of the different species of yeast, perfected by Hansen, of Copenhagen.

*Chemist and Druggist*, February 16 and 23.

*Individualism in Pharmacy.* By John Taylor.—In an address delivered before the Bradford Chemists' Association on February 13, the author touched upon the many arbitrary divisions of mankind from a sociological point of view. He dwelt especially upon the division of Individualists and Collectivists. The two names could be applied in his opinion to other than questions of social or political economy—organized pharmacy might be included. The term collectivism is applied to Socialism, the opposite of this being individualism. Individualism in pharmacy has had its free fling and been its bane. Too often in the history of pharmacy self has distorted facts and magnified differences until a danger from without has fostered organization and hammered individual pharmacists into a temporary oneness. The formation of the Pharmaceutical Society of Great Britain grew out of the alarm of the old apothecaries at the growing prosperity of the druggists. The apothecaries tried to cramp and repress the growing ranks and practices of pharmacists. The pharmacists sturdily met and fought their opponents. But an attack repelled, the repellers "each betook himself his several ways," until the danger became so great that the conviction was at last forced on the leaders of pharmacy that only a permanent society could adequately defend and extend the interests of their craft. The greatest hindrance to effective organization among pharmacists was the opposition of personal, and so far selfish, interests. It was hard to work in society with a man who regarded you as a poacher on his trade preserves; who will not close until he has seen your lights out; who will accede to no holiday if he thinks it will spite you, and who persists in the most selfish interpretation of individualism. The apathy or utter indifference of large numbers of pharmacists as to what others were doing or what becomes of them was individualism run mad. While the first named might be overcome by the frank advances of a friendly visit and the suggestion that while fighting each other for the neighborhood's custom the fight might as well be made as agreeable as possible, nothing but the presence of a great danger was sufficient to rouse the second class to the abandonment of extreme individualism. Of course there was an aspect of individualism in pharmacy to be approved of. All progress in art or science was the result of individual achievement. The right kind of individualism was represented among other cases by those in which the earlier pharmacists by setting before themselves high standard of purity in their goods, were led to devise methods of production and improved processes, or the more modern plan by which a wholesale house places its laboratory in the hands



of an expert. The author's paper is a plea for the solidarity of pharmacists by means of trade organization, which should include alike employed and employing pharmacists. The realization of this idea demands a united craft and the abandonment of individualism, except in the development of a man's private business.

*The "Vaseline" Trade Mark.*—The editors comment on the recent decision of an English judge that "vaseline" is a descriptive word, and therefore not entitled to protection as a trade mark, the Court ordering its removal from the trade mark register. It is contended by the editors that "vaseline" is an invented word, and the history of its derivation is given. R. A. Chesebrough, the inventor of the product, seeking for a single word that would express his idea of water-purity in association with oil—in other terms "water oil"—took the words *wasser* (German for "water"), and *elaion* (Greek for "oil"), and made them "vaseline." It is noted that the Court found that Mr. Chesebrough took out a patent (since expired) for the purification of petroleum jelly, and in the specification he called the article "vaseline," so that it became known by that name, could not be called by anything else, and was thus descriptive and unregistrable. According to the judgment of the Court, subject to appeal, of course, "vaseline" as a word is common property in Great Britain, as it is on the Continent of Europe generally.

*Pharmaceutische Centralhalle, January 10 and 17.*

*Formulae for Some New Vasoliment Preparations.* By Franz Wipperf. —The following new formulae for vasoliment preparations are given in this issue. The base known as vasoliment was described in the AMERICAN DRUGGIST for December 24, 1900, p. 379.

#### SULPHURATED VASOLIMENT.

Sulphur .....	parts 3
Oleum lini .....	parts 37

Heat the mixture until the sulphur is dissolved, and add:

Vasoliment sufficient to make .....	parts 100
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#### COMPOUND SULPHURATED VASOLIMENT.

Vasoliment sulphurated .....	parts 10.0
Juniper tar .....	parts 10.0
Thymol .....	parts 0.8
Eucalyptol .....	parts 3.0
Oil of turpentine .....	parts 80.0
Vasoliment sufficient to make .....	parts 100.0

*Indestructible Ink. A Contribution to the Question of Ink-Testing.* By O. Schluttig and Dr. G. S. Neumann. —The authors publish this article in reply to E. Dietrich, who criticised in a recent issue of the *Centralhalle* the formulae which they gave in their book on inks with gallate of iron bases (Eisengallustinten).

*Microchemical Demonstration of Molds, Particularly the Mycelia of Merulius Lacrymans in Lumber.* By C. Schaerges. —An article dealing with the microchemistry of the parasitic micro-organisms which are found in lumber.

*Concerning the Question of Indestructible Ink.* By Eugen Dieterich. —A reply to the criticisms of Schluttig and Neumann, which were published in the January 10 issue of the *Centralhalle*.

*Angina Pastilles.* —Neumeier, of Frankfort-on-the-Main, gives the following formula for the throat pastilles which he prepares:

Borax .....	grammes 0.1
Cocaine .....	grammes 0.002
Antipyrine .....	grammes 0.200

Four to eight pastilles daily for an adult. Smaller

doses for children. To be dispensed only on physician's prescriptions.

*Pharmaceutische Zeitung, January 9.*

*Pharmaceutical Practice in the Year 1900.* By G. Ahrends. —A review of the most important advances in practical pharmacy during the past year, chiefly from the point of view of the German pharmacist.

*Examination of Yellow Petrolatum.* By Dr. M. Hoehnel. —The author examined a number of specimens of petrolatum as regards purity. He tested the color, the melting point, the freezing point, the reaction to potassium permanganate (decolorization), the amount of hydrocarbons liberated at 180 and 200 degrees C. respectively, the reaction and the viscosity at 75 degrees C. and at 60 degrees C. respectively. He found that in the order of purity the specimens could be arranged thus: 1. Chesebrough, two specimens. 2. Reichelt. 3. Hanning. The make of the last two specimens is not mentioned, because the products were so impure. The first three firms make petrolatum of acceptable purity for medicinal purposes.

*Quantitative Estimation of Sugar by Fehling's Method, and by Converting the Cu<sub>2</sub>O Into CuO, Without the Use of Asbestos Filters.* By P. Solstein. —The method which is suggested by the author consists in drying the Cu<sub>2</sub>O, which remains on the paper filter after the reduction test has been performed; then burning the filter and the precipitate in a platinum crucible; dissolving the residue in as little as possible of a mixture consisting of five parts of sulphuric and three parts of nitric acid, so as to form copper sulphate; evaporating and reducing to CuO with the flame. The pure CuO is then weighed. Asbestos filters are not necessary if the reaction between the sugar solution and Fehlig's solution is carried on with previously heated solutions.

*The Presence of Copper in Various Strychnos Seeds, and the Use of the Aloin Reaction in Detecting the Same.* By A. Beitter. —Hill found that the seeds of *Strychnos nux vomica* contain copper. This metal is found in many vegetable substances. In fact, according to Tschirch, it is found in most vegetable drugs when large quantities are used in testing, and when very delicate reactions are employed. The most delicate of these is the aloin reaction. This is based on the fact that if a soluble haloid salt or hydrocyanic acid be added to a dilute solution of aloin in water, a reddish-violet color will indicate the presence of copper in the solution. By means of this test the author found that all the varieties of *strychnos* seeds contain copper. This metal was also found in tincture of cantharides and tincture of aconite.

*The Nature and Purpose of Cacao Fermentation.* —Dr. A. Schulte gave the results of his investigations concerning the fermentation of cacao before the Society of Planters in Victoria, Cameroon. This author finds that the phenomena referred to are not the result of some new process, but simply the effect of ordinary fermentation, such as is known to occur in other substances. The sugar contained in the meat of the cacao bean is converted into alcohol and the latter into acetic acid. If the temperature exceeds 42 degrees C. butyric acid fermentation may ensue, and the taste of the cacao is affected. The purpose of the fermentation is to rid the bean of the fruit meat, and to remove the bitter, acrid taste from the cacao. Fermentation must be so conducted that the bitter principles disappear completely, while the aromatic substances are more fully developed. The author is now conducting a series of experiments with different varieties of cacao in order to test the effects of fermentation.

## Queries and Answers.

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**A Troublesome Prescription.**—"La Pharmacie R." writes: "La prescription ici contenue m'ayant fort embarrassé. Je vous serais très obligé de m'en donner une explication dans le prochain numéro de notre journal."

"Elle se lisait comme suit:

Cocain .....	grs. iv
Sol. nitro-glycerin, 1 per cent.....	M. xvi
Ext. fld. adonis vern.....	gtt. xx
Aquæ lauraceras.....	℥ss
Strontium iodid.....	grs. i
Elixir cinchon. ad.....	℥iv

"Je fis dissoudre iodure de strontium dans quant. suff. eau dist. J'y mis la cocaïne préalablement dissoute dans alcool à 94 per cent. Je mélangeai sol nit. glycerin avec eau lauraceras.

"Je mélangeai les deux liquides. Le mélange demit immédiatement opalescent un précipité blanc (non cristallin) se déposa. J'aimerais à savoir: (1) degré la raison de la précipitation, (2) degrés la meilleure manière de remplir cette ordonnance. En vous remerciant à l'avance."

According to our correspondent he dissolved the strontium iodide in a sufficiency of distilled water and the cocaine in a portion of alcohol. He added the solution of nitroglycerin to the cherry laurel water and mixed the two liquids. The mixture immediately became opalescent and threw down a white amorphous precipitate. He asks us to explain first what caused the precipitation; secondly, the proper method of filling the prescription.

We think our correspondent has taken undue liberties with this prescription. Distilled water is not prescribed and there was no necessity for using it, since the amount of cherry laurel water in the prescription was sufficient to dissolve the strontium iodide by itself. The alkaloid cocaine is a thousand times less soluble in hydro-alcoholic mixtures than the hydrochlorate salt, and we have no doubt that the precipitate observed by our correspondent was caused by the throwing out of solution of the cocaine. If cocaine hydrochlorate be substituted for the alkaloid we imagine there will be no precipitate; or convert the alkaloid into a hydrochlorate salt by dissolving it in a few drops of hydrochloric acid. There was as little necessity for the use of alcohol as a solvent for the cocaine as there was of distilled water for the strontium iodide, the solution of nitroglycerin being an alcoholic one, and sufficient for the purpose of effecting solution if it were desired to effect solution in this. We should say that the average physician would consider it less interference with his prescription on the part of the pharmacist to substitute a salt for the alkaloid itself in preference to adding ingredients not called for in the prescription.

**Chromatized Gelatin Capping.**—I. V. asks a formula for producing the capping liquid which is used for sealing the stoppers of chloroform, ether, essential oil containers, etc. It may be made as follows:

(a) Gelatin .....	100
Water .....	300
Glycerin .....	10
(b) Potassium bichromate.....	20
Water .....	200

The solutions are made separately, and, when required, 2 parts of A are mixed with 1 part of B, and the bottles are dipped in the mixture.

**Plaster of Paris Bandages.**—W. & M. make inquiry as to the preparation of plaster of Paris bandages; the best kind of cloth to use; grade of plaster employed, and how to proceed to make the bandages.

Plaster of Paris bandages are most conveniently made by a special apparatus, consisting essentially of a series



of rollers suspended between two uprights, in the center of which is a receptacle for the plaster of Paris. The web of muslin is carried up from a roller at the foot of the uprights, and is rewound, after passing through the plaster of Paris contained in box, on a roller suspended between the uprights near the top. An apparatus of this kind is shown in the accompanying illustration. A simpler form of apparatus provides for a box lying flat, and having the rollers affixed thereto, the bandage as it is unwound being passed through the plaster of Paris and well rubbed into the meshes of the muslin with the fingers, as it passes on to the next roller to be rewound. As regards the kind of material used for the bandage, this varies according to the part of the body to which the bandage is to be applied and the extent of the surface to be covered.

For plaster of Paris jackets crinoline is used, while for simple bandages the material employed is hospital gauze, 24 x 28, or a special kind of muslin. In the surgical wards of Bellevue Hospital a variety of muslin, known as "Stillwater Muslin," is used for plaster of Paris bandages. The kind of plaster preferred by metropolitan surgeons is that made by the S. S. White Dental Mfg. Co., 5, 7, and 9 Union square, New York City, and sold under the name of Philadelphia Plaster of Paris. It is put up in 6, 12, 16 and 24 quart cans, respectively.

**Comment on Formulas.**—R. Bros. submit three formulas for blood purifiers and one for a cough remedy, and request us to "pick out the best one, or take from each formula the respective drugs with your own additions, and give me a blood purifier that will bring back the customers."

The "blood purifier" formulas, Nos. 1 and 2, will afford typical preparations of their class; either should yield a good article which, with proper advertising, would prove good sellers. Formula No. 3 is one of those impossible recipes that requires a day and a half's work to produce the worth of \$1.50 in material. Fractional decoction, clarification with egg albumen and percolation are all involved in the process.

The adult dose of Nos. 1 and 2 would be a teaspoonful after meals, and the dose for children in proportion to age; see any dose table for rule of proportion for various ages.

The cough cure formula submitted in this query represents the Compound Syrup of White Pine of the Na-

tional Formulary, to which our correspondents add ammonium chloride in the proportion of 12 grains to the ounce—a combination much used, although a stimulant expectorant like ammonium chloride seems out of place in an anodyne mixture of this kind. The dose of Syrup. Pini. Strobi Comp. N. F. is a teaspoonful for adults, repeated every one, two, three or four hours if necessary. It is inadvisable to administer this syrup to infants on account of the morphine and chloroform which it contains. This formula is the choice of the American Pharmaceutical Association, and is as nearly perfect as it is possible to make it. As to offering suggestions for its improvement, we are unable to think of any.

**Egg-Producing Food.**—M. J. asks if the following recipe for an egg-producing food can be improved upon:

Cantharides .....	grains	90
Powdered gentian.....	ozs.	1½
Powdered ginger.....	ozs.	8
Powdered capsicum.....	ozs.	6
Powdered sulphur.....	ozs.	3
Venetian red.....	ozs.	2
Powdered charcoal.....	oz.	1
Flaxseed meal.....	ozs.	3

Dose, one teaspoonful to a quart of hot feed.

The object of administering drugs of this kind to poultry is to produce a tonic effect and quicken the appetite. Such mixtures are also believed to help the fowls to produce eggs more abundantly where the fowls are kept in confinement. The addition of cantharides to tonic powders of this kind is, in our opinion, inadvisable, and the Venetian red is of doubtful utility. A superior formula to that quoted by our correspondent is represented by the following:

Powdered licorice.....	ozs.	6
Powdered gentian.....	drachm	1
Powdered capsicum.....	drachm	1
Powdered fenugreek.....	drachm	1
Black antimony.....	drachms	2

Mix.

The above is added to hot feed in the proportion of one teaspoonful to the amount of feed prepared for eight or ten fowls, and it is administered three to five times a week with the morning meal.

**Matrix Material for Rubber Stamps.**—R. H. McD. asks for the names of the ingredients of the mould used in the manufacture of rubber stamps. A formula of this kind is, he says, a little out of our line, but it is information which pharmacists are expected to possess, and he would be greatly obliged for a reply in this column.

"The Scientific American Cyclopedia of Receipts" gives the following, which is considered the best and most reliable formula for the composition of the type mould:

Powdered talcum.....	lb. 1 + ozs.	3
Plaster of paris, dental.....	lb.	1
Powdered kaolin (China clay).....	lb.	1

These materials are mixed dry and sifted through a sieve having a fine mesh (No. 80 powder). A quantity of the composition sufficient to form the mould is placed in a suitable vessel and mixed with a solution formed by dissolving five ounces of dextrin in one quart of hot water. This is to be used cold, and can be prepared in advance. Enough of the dextrin solution is added to the composition to make a thick dough, a little stiffer than putty. It should be thoroughly but very quickly mixed and kneaded, and should be smooth and free from lumps.

To prevent the adhesion of the rubber to the mould, before the rubber is applied it is thoroughly covered with powdered talcum, the surplus being rubbed off.

## CORRESPONDENCE.

### A Suggested Remedy for Price Cutting.

To the Editor of the AMERICAN DRUGGIST:

SIR,—Your humble correspondent is neither a lawyer, nor a legislator, therefore not versed in the phraseology requisite for the detailed formation of a bill for presentation to a legislative body. Still I would beg permission to present a remedy that may provoke discussion and lead to something feasible by way of legal enactment for the betterment of trade in general. There should be no attempt made to restrict trade in any manner. All firms should be allowed to carry in stock and sell all articles which the laws now in force entitle them to do. But all firms who deal in certain lines, or all lines of goods having a fixed market value, could and should be compelled by legal enactment to maintain those prices intended by the manufacturers to be obtained when sold at retail. There are certain rules of business which are legitimate. And there are certain rules or practices of recent origin which are illegitimate. The trade should adopt new devices and economics (1): To obtain new goods for display. (2) Pay cash for goods, and get the benefit of discounts. (3) Employ the best assistants to be obtained.

The above are some of the legitimate methods calculated to lead to success in the conduct of a business.

Some of the illegitimate principles of conducting a business might be described as follows: Adhering to devices which are antiquated; Employing incompetent assistants; Indifference as to the prompt payment of bills due; Offering of prizes in any form for the purpose of attracting prospective customers to one's place of business; Reducing the price of any article below that fixed by the manufacturer, and by the custom of general trade.

The last of the illegitimate principles mentioned, that of reducing or cutting the prices on articles of general trade established by manufacturers, and by custom is the most obnoxious and demoralizing of them all. "Competition is the spice of trade," is an adage old and of excellent wit. It heightens our ambition, quickens the pulse of trade, enlarges our field of action, prevents overcharging, divides profits among the many, and is, therefore, a benefit to the general public. Whatever is a benefit to the public at large without carrying with it a sentiment of degradation or demoralization is to be encouraged. Cutting of prices is a *false* benefit. It leads a customer to think that he has been overcharged for an article, sold by a competitor at the regular and full price, when he had been receiving only that which was his just due. This particular point creates more dissatisfaction among the majority of merchants than one would as a casual observer suppose. It is not confined to any one line of business, but creates dissatisfaction, annoyance and ill feeling among all but the exceptionally small number who are the direct cause of all the trouble. Books, china, furniture, drug, hardware, news, and other stores are all affected to their detriment by those who make a practice of cutting prices. The question may therefore well be asked, which has been asked thousands of times, What can be done to stop the cutting of prices? I would answer, embody the following points into State laws, and finally into a national enactment:

1. Establish at State capitals a bureau of trade interests.
2. Create an Office of Trade Interests, to be controlled by a Commissioner of Trade Interests, who shall be appointed by the Governor of the State, to serve not less than five years, unless removed from office by death, resignation or dereliction of duty.
3. Commissioner of Trade Interests shall appoint five mem-

bers of, and establish a Board of Trade Interests in cities of five hundred thousand or more inhabitants; such members to serve five years, unless removed from office by death, resignation or dereliction of duty. Not more than three members of such Board shall be of the same political faith as the commissioner making appointments.

4. The Commissioner of Trade Interests shall appoint three members of and establish a Board of Trade Interests in cities of twenty thousand to five hundred thousand inhabitants; such members to serve five years, unless removed from office by death, resignation or dereliction of duty. Not more than two members of such board shall be of the same political faith as the commissioner making appointments.

5. The Commissioner of Trade Interests shall appoint fifty Inspectors of Trade Interests.

6. To require all manufacturers of proprietary medicines, perfumes, toilet waters, colognes, Florida waters, intended by manufacturers to be sold in original packages at retail; cosmetics, face powders, talcum powders, tooth powders, medicated soaps, porous plasters and infant foods, to place prices at which they intend to have retail stores sell them, on each and every package sent out from their establishment; that manufacturers within the State who do not comply with the requirements of this law, shall, on conviction, pay a fine of five hundred dollars and costs for each and every violation; that manufacturers doing business outside the borders of the State shall be liable to have all goods confiscated wherever found within the borders of the State, excepting goods *in transitu* from State to State; that nothing contained in this Act is intended to conflict with the Interstate Law of Commerce.

7. To require all publishers of printed books, magazines and periodicals, newspapers excepted, to print on each and every book, magazine and periodical, excepting newspapers, the price at which they intend retail stores to sell them.

8. To require all retail stores, in cities where this law is in force, to register annually the firm name and location of each and every store wherein the goods or articles mentioned in this Act are kept for sale, at the Bureau of Trade Interests. For such registration, each firm for each and every store so registered, shall pay the sum of five dollars. Such registered store shall receive from Commissioner of Trade Interests a Certificate of Registration, which must be displayed in a conspicuous part of said store and shall be non-transferable.

9. It shall be required of all Inspectors of Trade Interests, to visit all places of business coming within this Act, at frequent and irregular intervals regarding violations of the same. To report all violations of whatever nature to that Board of Trade Interests nearest to point where violation is found. Reports may be made also by any person cognizant of any violation other than the regularly appointed Inspectors.

10. It shall be the duty of the Boards of Trade Interests to receive reports of violations from Inspectors of Trade Interests, and from any other person. If reports are made by others than Trade Interests Inspectors, it shall be the duty of the Board to refer them to the regular Inspectors for verification.

11. It shall be the duty of the Boards of Trade Interests to summon for preliminary examination any reported violator of this law before the Board. If a majority of the Board, find by the evidence presented, under oath, that a firm is guilty of such violation, then the Board shall transmit its findings, together with the evidence, to the Commissioner of Trade Interests for approval. The firm shall then be required to pay a fine of fifty dollars and costs for the first offense. For a second violation and conviction the sum of five hundred dollars and costs. For a third, and each subsequent violation and conviction the sum of one thousand dollars and costs. In case any violator of this law shall fail to respond to a summons, a warrant may be procured, served, and the case carried into the Courts through the usual course of procedure. Likewise, if any firm refuses to remit for a fine imposed by the Board and approved by the Commissioner of Trade Interests.

12. The Commissioner of Trade Interests shall make all appointments of members of boards, and of Inspectors of Trade Interests, and may remove same for just cause, or dereliction of duty.

13. Sums collected as fines, and on licenses granted, shall constitute a fund from which all general expenses shall be paid.

14. The Commissioner of Trade Interests shall make a full report, annually, of all names received, and disbursements made, to the Governor of the State. Also statistics showing licenses granted, convictions, violations and such other matters as will be of interest to the State.

15. Salary of Commissioner of Trade Interests shall be five thousand dollars per year.

Salary of each member of Boards of Trade Interests shall be two thousand dollars per year.

Salary of each Inspector of Trade Interests shall be nine hundred dollars per year.

The salaries of all other employees shall be same as those paid ordinarily for the class of work done.

The above has been written without a thought as to form, but for the purpose of offering suggestions, which may serve as a nucleus for an enactment in law, looking toward an improvement in mercantile pursuits. There may be errors in my statement from a legal point of view; but that a bill might be drawn, embodying the elementary principles that would conform to the constitution, the writer has no doubt whatever. What is the opinion of those who may have done me the honor to peruse this article, regarding the matter? M. VAN EMERY.

467 Michigan Street, Buffalo.

### SAID BY SUBSCRIBERS.

I appreciate your constant aim to improve THE DRUGGIST in the best interest of pharmacists. Some features of your new departments, notably the Cream of Current Literature, are especially interesting, as also your list of contributors. You seem to have corralled them all. J. CLITHEROE SMITH, Chairman, Committee on Registration, New York State Board of Pharmacy. Plattsburg, N. Y.

I am very favorably impressed with the contents and appearance of the first number of the DRUGGIST for the new year, and I especially desire to commend the introduction of a summary of the leading articles in contemporary pharmaceutical journals. This feature will, I am sure, be appreciated by your scientifically inclined readers. By having the summary complete and up-to-date, as you no doubt will always have it, your journal will become even more valuable than it is for a ready and reliable reference. With best wishes for your continued success, I am, sincerely yours, FREDERICK J. WULLING, Dean of the College of Pharmacy, University of Minnesota. Minneapolis.

I have carefully read the AMERICAN DRUGGIST of January 14 and 28. I am pleased with the many improvements in its make-up. It is a pleasure to read it; on every page the interests of the reader are carefully considered.

The reviews of the different pharmaceutical journals alone make it indispensable to the pharmacist and drug clerk. It is not excelled by any similar publication. I wish you the success that your earnestness and enterprise in behalf of the druggist deserves. WILLIAM COULSON.

Buffalo, N. Y.

The new form of the AMERICAN DRUGGIST makes it very attractive and brings out prominently the important articles, while its wide range of subjects certainly makes the AMERICAN DRUGGIST one of the most useful trade papers a retail druggist can read. Wishing you greater success than ever, I remain, yours truly, H. L. GRIMES.

Indianapolis.

I have noticed an improvement, though I was always pleased with the make-up, general style and excellent contents of your paper; in fact, I am one of the warmest admirers of the AMERICAN DRUGGIST, of which my long term of subscription is probably the most satisfactory evidence.

CHARLES C. TEN BROECK.

Kingston, N. Y.

Inclosed find \$1.50 with which to renew my subscription for one year. The AMERICAN DRUGGIST should be in every pharmacy in the United States. ROTHINGHOUSE BROS. Gas City, Ind.

I have taken the American Druggist ever since I have been in the business and could not keep store without it.

E. T. SUMNER.

Corfu, N. Y.

We read every issue of the AMERICAN DRUGGIST from start to finish and consider it the best journal out.

WIGGIN & MOORE.

Ellsworth, Me.



## REVIEWS OF BOOKS.

**INORGANIC GENERAL, MEDICAL AND PHARMACEUTICAL CHEMISTRY.** Theoretical and Practical. A text-book and laboratory manual, containing theoretical, descriptive and technological chemistry; class exercises in chemical equations and mathematics; and practical manufacturing processes for five hundred chemical preparations, with explanatory notes. By Oscar Oldberg, Pharm.D., Professor of Pharmacy, Director of the Pharmaceutical Laboratories and Dean of the Faculty of the School of Pharmacy of Northwestern University, Chicago. In two volumes, 8vo. Vol. I. Theoretical and Descriptive, 522 pages, cloth, \$3.00; Vol. II, Laboratory Manual, 655 pages, cloth, \$4.00. Chicago: Chicago Medical Book Company.

Professor Oldberg is widely and favorably known both as a pharmaceutical educator and a contributor to the literature of pharmacy and the allied sciences, and in this work he gives us the fruits of a ripened experience. The importance to the student of a thorough knowledge of such fundamental principles of the study of chemistry as the atomic theory, chemical polarity, atomic valence, chemical notation and nomenclature, the periodic law, etc., cannot be gainsaid, and in Vol. I of the work under review considerable space is properly devoted to these subjects. This volume embraces the study of general theoretical and descriptive chemistry, the general principles and laboratory methods applicable to the production of inorganic chemicals, besides practical exercises for the class room and the laboratory. The great stress which is laid upon the importance of a knowledge of chemical hypotheses, principles and definitions is shown in the fact that an entire chapter is devoted to a recapitulation of the theories and laws relating to atomic weight and valence, chemical polarity, notation and nomenclature, the periodic law, etc., and these are stated so simply and clearly as to be easily comprehended by the student. The author, however, appears to lay too much stress upon the theory of electro negative and electro positive elements, a theory to which most modern writers attach relatively little importance, and upon which he dwells with so much iteration as to, we think, rather mislead the student as to the degree of importance which attaches to the theory.

The descriptive chemistry in Vol. I is general in character, and does not include processes of preparation of individual compounds, which are treated fully in Vol. II. The value and importance of practical work in the production of chemical compounds is more fully recognized in the schools to-day than was the case formerly, and this part of the work seems to us to fully meet all the requirements of the pharmaceutical colleges, the standards of which are being constantly raised. Vol. II discusses the choice of methods, materials and apparatus, and the practical manipulations of actual laboratory operations, and is divided into two parts, that mentioned being contained in Part I, while Part II gives the methods of preparation of various chemical products in the class of inorganic compounds used in the chemical arts and industries and in medicine and pharmacy. The work covers a much wider range than the usual text-book, and is decidedly superior in many respects to any now in use.

The book is well printed on glazed paper, Vol. II being attractively illustrated with figures of laboratory furniture and apparatus. It has, however, been badly proof read, and contains numerous typographical errors, one of the most conspicuous in the second volume being the misspelling of the word *laboratory* on pages 198 *et seq.*

## Pamphlets Received.

Sixteenth Annual Report of the Minnesota State Board of Pharmacy, with Abstract of Register, 1900. H. Gordon Webster, Minneapolis.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

## A QUESTIONABLE METHOD.

A CORRESPONDENT recently sent me a number of prescription advertisements he had clipped from various papers, called attention to their tone, and asked whether such ads were not calculated to do more harm to pharmacy in general than to do good to the advertisers in particular. He thought them open to the criticism that they would tend to destroy confidence in all pharmacists, and react unfavorably upon the advertiser himself. I am sure the contention of this correspondent is well founded. The ads were of a class too commonly used, and are employed chiefly, I think, by those who get their inspiration from a book of machine-made ads that was sold some years ago. These ads and their half breed progeny have become widely circulated by being copied from one paper to another. Those druggists who copy their ads seem prone to pick the worst ones, which, I suppose, is the natural penalty for the offense. Such ads, whether original or stolen, are used thoughtlessly, perhaps, for any man who thinks will recognize the fact that he is using a two-edged sword. The general import of these ads is this:

If you don't get your medicine here you are running all sorts of chances. If your friends have died it was because they got impure drugs, which are the kind commonly sold; or if the aforesaid friends got well it was by the grace of God and they had better not run any such fool risks again. Or, this is the single store that doesn't substitute, so that if you have any regard for your health you have no choice but to get your physic here.

This is exaggerated a trifle, but the ads imply these things. The writers do not fully mean what they say, and no doubt the public discounts their claims; but it is time to stop saying them, in justice to the profession and for the reason that there is no need of it. Though refined by many amenities, business is essentially war, and we can sometimes excuse men for getting the "red mist of battle" in their eyes; but in battle, as elsewhere, the man has the best chance who keeps his head.

It is all right to fight for business, and fight hard, but fight fair. It pays to be broad and generous, even in advertising. It is hard to do this; most of us sin to our own harm in this regard. We fail to do the right thing because we can't keep in mind that it pays; pays in dollars and in other ways.

It is proper that every druggist should say all that he can of his ability or of his stock. People wish to trade at a reliable store, and advertising is the means of making the merits of a business known. But there are different ways of telling these things. Trying to build up your own reputation by smirching the reputation of others is a wrong way. The rule for doing it rightly is simple: Tell only what you have or do, and say nothing about what others have not or do not do. I have known instances where departure from this rule seemed justified, where plain duty to the public made it necessary to say things that must ordinarily be tabooed. These occasions are rare; the conditions which justify them are abnormal.

The average pharmacist will do best to conduct his advertising on the highest possible plane, remembering the proverb: "Whoso diggeth a pit shall fall therein; and he that rolleth a stone, it shall return upon him."



**The Prize Advertisement.**

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Fleming & Fleming, Shippensburg, Pa.*

**CRITICISM AND COMMENT.****EDITOR BUSINESS BUILDING :**

Inclosed find two ads which we have found beneficial. We have six inches in each of our two weekly papers and change our ads every week. The ads inclosed are proofs which we have the editor send us before the paper is run, which accounts for the typographical errors. We want to thank you for the great number of good ideas on advertising which we have gotten from your paper.

FLEMING & FLEMING.

Shippensburg, Pa.

These ads receive the prize for this issue. They are good sensible ads, the kind that bring results. Each ad tells of one thing, tells what it is for, why it is desirable

## PROTECT, PROTECTION, PROTECTOR.

To protect one's self from the dampness it becomes necessary to have a protection that is perfect in every respect, and we have that in the

### Chest and Lung Protector

made of Chamols and lined with flannel or felt. Also the

### Chamols Jackets for Men and Women.

These Protectors will prevent Bronchitis or colds on the lungs and in case you have a bad cold they will relieve it in short order. Prices from 50 cents to \$2.00.

## ALTICK DRUG STORE

FLEMING & FLEMING,  
PROPRIETORS.

One of the Prize Ads.

and what it costs. Others might have told it differently, perhaps better, but here are the ingredients of good ads well compounded. The display is excellent also, though there is no reason for displaying the word "Thermometers" twice. The reference in the protector ad to curing colds seems a rather forced argument; it seems as though some other and better one could have replaced it.

**Mr. Thompson's Dilemma.****EDITOR BUSINESS BUILDING :**

As you will see by inclosed ads, I am getting to be a full-fledged patent medicine man. I would be pleased to have you criticise any of these that you deem worthy. Have used 85 different ads so far in three Pittsburg dailies. Am using no other schemes. Am not even detailing the trade. Results are—some.

JOHN R. THOMPSON.

Allegheny, Pa.

Unless you have a lot of money and can go it strong don't start advertising a proprietary in a large city. Don't start anywhere until goods are on hand to meet the demand, even if they must be consigned. The little advertiser should start outside and work toward the cities, the big fellow should start inside and work out. These are general rules that apply, and it is not worth while to

explain them here. Another rule is to push one thing only. One good remedy is enough, the others can wait. The ads sent embody a variety of styles, display, readers, cuts, etc., which represent the various states of mind a new proprietary man is apt to get into. The ads are all well written, and under favorable conditions should bring results. I think the most essential thing in the field Mr. Thompson has chosen is greater concentration. Push one remedy instead of three. Use one paper instead of three. Use large ads—readers with scare heads, or display with bold illustrations.

**Two Fine Almanacs.**

Edgar C. McKallor, Binghamton, N. Y., sends a copy of the Broome County Almanac, and from T. J. Scannell, Waterford, N. Y., comes the Saratoga County Almanac. Mr. McKallor is in a way responsible for both, as he formerly published the Saratoga book, which is now gotten out by his successor in business there. These are both fine books, far better than the ordinary almanac. Mr. McKallor's contains 70 pages, and has a lithographed cover, while the cover of the other is a half-tone from clay modeling. They are built on the same lines, containing considerable miscellaneous matter of local interest, and well filled with the ads of leading proprietary preparations. These are doubtless pretty good advertisements for the publishers, not because they are the best

DO YOU OWN A

## Fever Thermometer ?

Every person has his own Tooth Brush but very few have a FEVER THERMOMETER and both are used in the mouth.

We have quite a demand for

## THERMOMETERS

lately, as we have found one that is reliable at a fair price. One size we can sell you at 75c. and a still better one at \$1.25. Either one will give you the.....

### Correct Temperature

of the body. Don't use a thermometer that goes into every mouth when you can get your own for a small cost.

## ALTICK Drug Store

FLEMING & FLEMING, Proprietors.

One of the Prize Ads.

kind of advertising, but because they probably cost nothing, may even yield a direct profit on account of the amount of foreign advertising in them. They have advertising value, of course, but it is the kind that for want of a better term is usually referred to as publicity. It familiarizes the public with these stores and creates a certain amount of good will. This is worth having, and in these instances is cheaply bought. Mr. McKallor seems enthusiastic over the enterprise, because there has been a wide demand for his almanac. This demand is not any indication of its advertising value, but a tribute to his skill as an almanac maker. Anybody who wanted an almanac would certainly want this one, because the local matter and other features are certain to appeal to citizens of the county.

# News of the Drug World

## REPEAL OF THE STAMP TAX.

### Entire Proprietary Medicine Schedule Wiped Out.

The House of Representatives at Washington has reasserted its right to initiate revenue reform and has triumphed in a signal manner over the Senate in the matter of the repeal of the proprietary medicine schedule. The Senate proposed a partial reduction only, but the House would not agree to this, and insisted on the complete repeal of the schedule. The bill providing for this was passed in the Senate on February 28, and will take effect at the beginning of the next fiscal year. So after July 1 next stamps will be no longer required on proprietary preparations, and as articles of perfumery and cosmetics were included in Schedule B, the passage of the bill repealing the entire schedule also removes the tax from these articles.

The wholesale and retail drug trade throughout the country are naturally much elated over the removal of the tax, and the sentiment of the trade is expressed in the following statements by leading members for publication in the **AMERICAN DRUGGIST**:

**CHARLES F. SCHLEUSSNER**, president of the New York German Apothecaries' Society: In common with every druggist I feel very much gratified over the removal of the unjust stamp tax on proprietary articles. We certainly must be thankful to the pharmaceutical press for its help in this matter, but I think the greatest credit is due to the officers and members of the N. A. R. D. for their untiring efforts. The outcome of this fight certainly shows the virtue of organization.

**A. L. GOLDWATER**, president of the Greater New York Pharmaceutical Society: The repeal of the burdensome and irritating tax on proprietary medicines is so manifestly a matter of justice to our profession that I marvel at the narrow selfishness that prompted a few manufacturers to oppose it as they did. The entire abolition of the tax demonstrates the value of concerted action when directed toward a good end, and the achievement is a tribute alike to the pharmaceutical press, the various pharmaceutical societies and the individual work of many druggists.

**THOMAS STODDART**, vice-president of the New York State Pharmaceutical Association: It was an imposition to continue the tax after the close of the war with Spain. The action of the Senate in opposing the House measure for the repeal of the tax was strongly objected to by the druggists of this State. We felt that the Senate was not handling the question fairly, and I wrote our congressmen not three weeks ago protesting against their course. I feel very grateful to the **AMERICAN DRUGGIST** and the other drug journals for their support, for we could have done very little without them, although the personal letters to congressmen had their effect.

**WILLIS G. GREGORY**, Buffalo: While this repeal is gratifying, one particular source of gratification is that it may lead to fairer treatment of the drug trade in possible future war revenue measures. The fact of its early repeal is significant.

**SAMUEL A. D. SHEPPARD**, Treasurer of the American Pharmaceutical Association, Boston: I am pleased that at last the Congress of the United States has done justice to the retail druggists of the country by repealing the internal revenue tax on medicine. Let the politicians or manufacturers talk as they please, this tax was an outrage, because, as the law operated, only a small number, not more than 40,000 out of 80,000,000 people of this country was affected by the tax. Such discrimination was wrong, and we may now rejoice that the wrong has been righted, and in spite of the efforts of the United States Senate.

**WILLIAM H. GOVE**, President and general manager of the Lydia E. Pinkham Medicine Company, Lowell, Mass.: We rejoice at the complete removal of the stamp tax on proprietary medicines. The Senate substitute was very unwise and vicious in principle, and it is gratifying that the House measure prevailed.

**CHARLES F. CUTLER**, Treas. of the Eastern Drug Company, Boston: The original action of the House was satisfactory, but the change made by the Senate was unwise, because the amount of the revenue was to be small in view of the enor-

mous expense and annoyance in stamping the goods, this expense being greater than the value of the stamps themselves. The outcome is especially pleasing to me, as I put forth strong efforts to bring it about.

**GEORGE W. COBB**, East Boston: The repeal of the war revenue tax will be a great benefit to the retail trade. It has been a heavy and vexatious imposition. I hope that the proprietors who advanced prices to equal the cost of stamps will give the trade the benefit of the reduction as soon as possible.

**C. P. FLYNN**, South Boston, Mass.: The majority of druggists are glad to see the tax removed. Stamping of specialties was a nuisance, and the repeal will result in a big saving of both time and money. It is one less burden for the druggist to carry.

**PORTER B. FITZGERALD**, of Morrisson, Plummer & Co., Chicago: The proposal to allow the tax on proprietary medicines to remain in the law would have been regarded as a great hardship on druggists. The retail druggist in most cases paid that tax. The retail druggist's profit on proprietary goods was meager at best, and with the competition of cut rate and department stores there was little left for the druggist.

**L. K. WALDRON**, Chicago: The only expression of dissatisfaction I have heard in regard to the repeal is that it is so long before it takes effect. It was a very severe tax on many manufacturers. One institution, to my knowledge, was compelled to pay out 25 per cent. of its profits in its taxes.

**THOMAS V. WOOTEN**, Secretary of the National Association of Retail Druggists, Chicago: There is nothing but rejoicing among those interested in the work of the National Association of Retail Druggists, both over the repeal and over the happy outcome of our labors.

**C. H. MCCONNELL**, President of the Economical Drug Company, Chicago, Ill.: The manufacturers will probably continue to add the price of the stamps. I am willing to bet \$25 that certain manufacturers will not put prices back to where they were before the stamp tax law went into effect.

**ALBERT E. EBERT**, Chairman of the Committee on National Legislation of the American Pharmaceutical Association: I have been working on this question ever since the agitation was begun and am very much gratified at the repeal. While acting officially it became necessary for me to appeal to members of the association, and I wish to thank them for their generous aid. I am under great obligations to George H. Shaefer, of Fort Madison, Iowa. His letter to Senator Allison did a great deal toward turning the tide, and the druggists generally ought to recognize his services. A great deal of credit is due the officers of the American Pharmaceutical Association. It is only another lesson showing what druggists can accomplish if they will only pull together and take united action.

**WILHELM BODEMAN**, Chicago: The repeal of the stamp tax law is most important as showing what the National Association of Retail Druggists is capable of doing.

**M. N. KLINE**, Chairman of the Committee on Legislation of the National Wholesale Druggists' Association, Philadelphia: It is a matter of sincere congratulation that the Finance Committee of the Senate finally yielded to the House Committee in regard to the repeal of the tax on proprietary medicines and a matter of simple justice to the drug trade, retail and wholesale, that this repeal should have been made. What I think needs to be emphasized at this time, and in this connection is the value of a national organization of retailers. Those of us who had to do with the work connected with the bringing about of this repeal know that to the arguments presented by the representatives of the retailers, more than any other one influence, is due the outcome of the whole matter.

**C. F. SHOEMAKER**, Chairman of the Proprietary Committee of the National Wholesale Druggists' Association, Philadelphia: The action taken by Congress in passing the Revenue bill removing the stamp tax from proprietary medicines will undoubtedly be greeted with much pleasure by the various members of the drug trade and allied branches. It will undoubtedly be a great relief, not only to the manufacturer, but likewise to the retail druggist, in removing a tax which did not yield a large amount of revenue but was, at the same time, most exasperating in its operation. In my opinion, the moral which should be drawn from this result is, the desirability or, I might say, the necessity of united action on the part of retailers. While due credit should be given to the manufacturing and jobbing trade for the work which was done by them, I believe that the retail delegation had more effect than either of the others.

## STATUS OF THE N. A. R. D. PLAN.

## List of Proprietors in the Agreement.

C. F. Shoemaker, chairman of the Committee on Proprietary Goods of the National Wholesale Druggists' Association, has issued a circular to the members giving a complete list of all the proprietors who have adopted this plan up to February 20. The proprietors named in this list have agreed to confine their sales at best prices strictly to a uniform list of jobbers agreed upon by a conference committee of the various associations, and that their wholesale agent must not sell their goods at any price to aggressive cutters or brokers, either directly or indirectly. It is hoped that the operation of the plan will be extended to proprietary medicines generally by each jobber individually. The complete list of proprietors on "Tripartite Plan" to date, February 20, 1901, follows:

Allcock Mfg. Co., New York City; Dr. Seth Arnold Medical Corporation, Woonsocket, R. I.; Athlophoros Co., New Haven, Conn.; J. C. Ayer Co., Lowell, Mass.; Battle & Co., St. Louis, Mo.; Brandreth Co., New York City; Brown Medicine Co., Erie, Pa.; N. K. Brown Medicine Co., Burlington, Vt.; California Fig Syrup Co., San Francisco, Louisville and New York; J. W. Campion & Co., Philadelphia, Pa.; Centaur Co., New York City; Chamberlain Medicine Co., Des Moines, Ia.; Chattanooga Medicine Co., Chattanooga, Tenn.; Crab Orchard Water Co., Louisville, Ky.; E. C. De Witt & Co., Chicago, Ill.; Ely Brothers, New York City; M. M. Fenner, Fredonia, N. Y.; William Fosgate, Auburn, N. Y.; Seth W. Fowle & Sons, Boston, Mass.; Garfield Tea Co., Brooklyn, N. Y.; Gilpin, Langdon & Co., Baltimore, Md.; Graefenberg Co., New York City; Dr. Greene Nervura Co., Boston, Mass.; G. G. Green, Woodbury, N. J.; J. M. Grosvenor & Co., Boston, Mass.; J. H. Guild, Rupert, Vt.; W. T. Hanson Co., Schenectady, N. Y.; Henry, Johnson & Lord Co., Burlington, Vt.; Henry Pharmacal Co., Louisville, Ky.; W. H. Hill Co., Detroit, Mich.; Hiscor Chemical Works, Long Island City, N. Y.; O. I. Hood & Co. (except soap and tooth powder), Lowell, Mass.; T. H. Jackson & Co., Quincy, Ill.; Dr. D. Jayne & Son, Philadelphia, Pa.; Dr. B. J. Kendall Co., Enosburg Falls, Vt.; Donald Kennedy, Roxbury, Mass.; Kickapoo Indian Medicine Co., New Haven, Conn.; Dr. Kilmer & Co., Binghamton, N. Y.; Lawrence-Williams Co., Cleveland, O.; Laxakola Co., New York City; Norman Lichty Manufacturing Co., Des Moines, Ia.; Lightning Medicine Co., Rock Island, Ill.; Eli Lilly & Co., Indianapolis, Ind.; Magee Emulsion Co., Troy, N. Y.; Malt-Diastase Co. (Maltzyme), New York City; Maltine Co., Brooklyn, N. Y.; Meade & Baker Carbolic Mouth Wash Co., Richmond, Va.; Medico-Malt Co., Syracuse, N. Y.; Merchant's Gargling Oil Co., Lockport, N. Y.; J. S. Merrell Drug Co., St. Louis, Mo.; Wm. S. Merrell Chemical Co., Cincinnati, O.; Theo. Metcalf Co., Boston, Mass.; A. C. Meyer & Co., Baltimore, Md.; Dr. Miles Medical Co., Elkhart, Ind.; Morgan Drug Co., Brooklyn, N. Y.; Omega Chemical Co., New York City; Pabst Brewing Co. ("Best" Tonic), Milwaukee, Wis.; Paris Medicine Co. (Laxative Bromo Quinine only), St. Louis, Mo.; Peruna Drug Mfg. Co., Columbus, O.; J. J. Pike & Co., Chelsea, Mass.; Lydia E. Pinkham Medicine Co., Lynn, Mass.; Pisco Company, Warren, Pa.; E. O. Powers, Boston, Mass.; Pyramid Drug Co., Marshall, Mich.; Radway & Co., New York City; Ransom, Son & Co., Buffalo, N. Y.; S. T. W. Sanford & Sons, Long Island City, N. Y.; J. H. Schenck & Son, Philadelphia, Pa.; R. Schiffman, M.D., St. Paul, Minn.; Smith, Kline & French Co. (Hand's Remedies only), Philadelphia, Pa.; C. W. Snow & Co., Syracuse, N. Y.; Sterling Remedy Co., Chicago and New York; F. A. Stuart Co., Marshall, Mich.; Tonsiline Co., Canton, O.; Trommer Co., Fremont, O.; Vapo-Cresolene Co., New York City; Wells & Richardson Co. (Palne's Celery Compound and Wills' Pills only), Burlington, Vt.; J. Harrison Whitehurst Co., Baltimore, Md.; B. O. & G. C. Wilson, Boston, Mass.; I. O. Woodruff & Co., New York City; Orator F. Woodward & Co., Le Roy, N. Y.; Woodward Chemical Co., Limited, Toronto, Can., and Buffalo, N. Y.; World's Dispensary Medical Association, Buffalo, N. Y.

The new factory and laboratory of the Southern Pharmaceutical Company, at Louisville, Ky., was formally opened on January 28. The factory is the largest in the South and was established to secure the local and Southern trade in drugs, which had formerly been secured from the East at the cost of much inconvenience and delay. It was incorporated with a capital stock of \$100,000 and equipped with the most modern appliances and scientific machinery. The officers of the new concern are Simon N. Jones, Theodore Rectanus and Prof. O. C. Dilly, all well known and progressive Louisville men.

## THAT CHICAGO SYNDICATE.

## Two Interviews on the Subject.

Chicago, March 5.—The correspondent of the AMERICAN DRUGGIST called upon George S. Lord, of Lord, Owen & Co., after the publication of the last issue, and asked him for an interview concerning the drug store syndicate and his connection with it. After a moment's thought Mr. Lord said:

"I don't know as I care to say anything."

"Just as you wish. We are ready to print a statement if you care to make one."

"Well, you people have been guessing away. You seem to know it all, and that's about all there is to it, isn't it?"

## THE ECONOMICAL DRUG COMPANY'S VIEW OF THE MATTER.

"You must have been up against the 'burnt poppy' when your brain let loose that spiel about the drug syndicate," said Manager Campbell, of the Economical Drug Company, to the AMERICAN DRUGGIST man. "You were right in some respects, and reported nearly all the syndicate stores, but you took your aerial flight when you reported the Twentieth Century Drug Company of Sagar & Lyons; to be sure Charles Sagar did come from the house of Lord, Owen & Co., and Frank Lyons is to-day manager of the sundry department, but since his connection with this store he is not in as close touch with the people he works for as he was at one time. The concern buy nothing of the house, and I know that the Syndicate had nothing to do with the store. Harry Gundling, of the Colbert Chemical Company, is the main guy with George Lord and Treenan directing his movements. Treenan signs all the checks for all the stores, but George Lord furnishes the money, and James Owen, his partner in the wholesale drug business, has nothing to do with the Syndicate. In fact, he got his little hammer on it, and he is the prince of hammer throwers. The Dyche Pharmacy deal was engineered by Mr. Cook, a city salesman for W. R. Warner & Co., for Harry Gundling, who was at one time a city salesman for a prominent cigar house; he has since been prominent in drug circles."

"Your announcement that the Owl Drug Company of Frisco had leased the store in the corner of the Stewart Block read like a dope book for a Clark street crap game. The florist in that corner has renewed his lease for five years, but the lease was signed after your paper came out. The Frisco manager of the Owl Drug Company told Mr. McConnell and myself that they would not now locate in Chicago, as some rival company had taken out incorporation papers in Illinois. This is presumably the Syndicate, and the store will probably be located on the corner of Monroe and State, two blocks down the street." When asked if his store belonged to the Syndicate, or if he had an offer, Manager Campbell said that Harry Gundling had offered him \$50,000 for the store and that said offer had been refused.

## Registered by the New Jersey Board.

The following candidates passed at the January examinations of the New Jersey Board of Pharmacy as registered pharmacists: C. H. Andrews, Jersey City, N. J.; H. C. Albert, Philadelphia, Pa.; J. D. Blauth, Trenton, N. J.; F. E. Bangham, Jersey City, N. J.; David Bramley, Newark, N. J.; W. D. Cornish, Newark, N. J.; B. Edgar Dawson, Dover, N. J.; S. E. Estler, Boonton, N. J.; Henry Frey, Orange Valley, N. J.; William Harris, Philadelphia, Pa.; William G. Hathaway, Boonton, N. J.; Joseph D. Kassel, Paterson, N. J.; John Levinson, Perth Amboy, N. J.; Frank C. Losee, Asbury Park, N. J.; Henry M. Minton, Philadelphia, Pa.; Ralph M. Smith, Newark, N. J.; Oscar C. Welsh, Camden, N. J.

Registered assistants: Vela Bacon, Gloucester City, N. J.; Thomas F. Higgins, Elizabeth, N. J.; Albert D. MacGregor, Camden, N. J.; Emil S. Schneider, Philadelphia, Pa.; Ernest E. Titteville, Paterson, N. J.

The next meeting of the board for examination will be held in Trenton on Thursday and Friday, April 18 and 19. Application blanks may be obtained from the secretary of the board, Henry A. Jordan, Bridgeton.

Evans, Lescher & Webb, London, comprising the firms of Evans, Sons & Co., Liverpool, and Evans & Sons, Limited, Montreal, announce the fact, under date of January 1, 1901, that they have admitted into partnership Thomas Edward Lescher, eldest son of Frank Harwood Lescher, and Harold Edward Webb, eldest son of Edward Alfred Webb and great-grandson of the founder of the firm, John Evans.

## STATE DRUGGISTS FAVOR PHARMACY LAW AMENDMENTS.

### Sentiment in Favor of New Disposition of the Funds and the Continued Registration of Drug Stores.

(BY OUR TRAVELER.)

Syracuse, N. Y., March 6.—There was a whirling, swirling, cutting snow storm in full blast when your correspondent reached this city, but as the day wore on the sun found its way out, the wind died down, and the pleasanter atmospheric conditions tempted many to go abroad in cutters to the accompaniment of the gayly jingling sleigh bells.

There are some most attractive, up-to-date pharmacies in Syracuse, conducted by men with ideas who are not afraid to express them and who have already been honored with office by their colleagues in pharmacy. Being in the pharmacy division of the State known as the Middle Section, they are not greatly affected by the proposed amendments to the pharmacy law; but the majority of the town druggists are in outspoken favor of them.

#### EX PRESIDENT MUENCH ON THE PROPOSED AMENDMENTS.

William Muench of No. 608 North Salina street, Ex-President of the New York State Pharmaceutical Association, in talking of the proposed changes said:

"I believe most assuredly that some of the amendments at least should pass. It is nothing but fair, for instance, that all the licensed druggists of the Eastern Section should participate in the election of members of the State Board for that section. I don't see why the selection should be left to one or two favored local associations. There are any number of druggists who do not affiliate with them, and while I believe it would be to their interest to do so, I can't see why their failure to join should prevent their having a voice in the selection of proper candidates.

"I have always been in favor of the surplus of the Board moneys going back to the pharmacists in some way, instead of to the colleges. I don't fancy it going to the State treasury, though. I'd rather see the funds go to the colleges if the choice is to lie between the two. But if it were given to a big institution or body of pharmacists like the State Association, I think the pharmacists at large would be better pleased.

"As to the registration of drug stores, I am opposed to the amendment which would do away with that. My reasons are not the usual financial ones, but those which relate to the proper control and the keeping of a perfect record of the drug stores in the State. I believe that to be a good thing."

#### MR. DALTON ON THE DISPOSITION OF THE FUNDS.

Nearer the center of the city, and on the other side of the raging Erie Canal, is situated genial "Tom" Dalton. Thomas W. Dalton is his full name, and the address is No. 133 James street. He is treasurer of the New York State Pharmaceutical Association, and consequently he is greatly in favor of the surplus of the State Board's funds going to that body instead of to colleges.

"Speaking as the treasurer of the State Association," said he, "I know that the organization is in need of money the greater part of the time, and that added funds would increase its usefulness and strengthen it materially. The State Association is the representative organization of the State, and I know that the druggists of the Middle Section are with me, heart and soul, in the suggestion. Why any surplus funds should go to the State treasury I cannot understand, and in its present state I am opposed to that particular amendment.

"I am in favor of drug stores being registered. Non-registration would deprive the Board of a great deal of money, and they need all they can get, I think. The old Board was ineffective simply because they had no funds for necessary expenses."

#### E. S. DAWSON OBJECTS TO UNIFORM LICENSE IDEA.

E. S. Dawson, Jr., the former secretary of the State Board of Pharmacy, has a prosperous pharmacy at No. 125 South Salina street. He takes an active interest in all trade legislation, and but for an attack of grip would have been at Albany recently to be heard on proposed amendments to the pharmacy law introduced by Assemblymen Smith and Costello. One of these measures was to the effect that if a man had had three years' practical experience under a licensed pharmacist he should be granted a license as a pharmacist without any examination.

"I have been one of those who opposed the giving out of all-State licenses while the standards in different parts of the

State were unequal," said Mr. Dawson, "except, of course, upon re-examination. Now that the three branches use the same standard the old conditions do not exist, but from what I know of the pharmaceutical knowledge of probably 75 per cent. of those to whom licenses were granted under the original pharmacy law, I believe that it would work an injustice on the pharmacists of Erie, Kings and New York counties to allow such men the privilege of practicing in their section, and vice versa.

"Under the old law, as you may remember, we were obliged to license physicians and the holders of foreign diplomas, as well as those who on examination were found not to be totally unfit. Of course, I don't believe the up-State applicants were any better or any worse than the others, but now that the fundamental idea of the new law is the raising of the standards of efficiency, my advice is not to let the bars down again. Of course, there are left some old fellows like myself, but we must be permitted to die off quietly.

"Now, regarding the surplus funds of the Board: In the first place, I think it may prove slightly silly to agitate the question, for from my experience on the Board, I have no idea that there will be a large surplus or one at all worth considering. But even what there might be left ought not to go into the coffers of the colleges of pharmacy, for they are supposed to be self-sustaining. I think that what is over should go to the general school fund of the State.

"The expenses of the new Board will probably be much greater than most pharmacists imagine. Just think of what it means to cover this Middle Section if it is to be covered properly? There should be at least three inspectors and they should be kept busy all the time if they do the work as it should be done. The traveling expenses will be the heavy item. The actual salaries will be but a drop in the bucket compared to them. Look at this immense territory, and the further you get away from the railroad centers the more expensive the traveling expenses will be.

"I don't agree with those who think the excess funds, if there are any, should go to the State Association. It would hardly be fair to those in the Eastern Section, or, in fact, to the State as a whole, for the association doesn't represent more than 35 per cent. of the druggists in the entire State, and the others should have something to say as to the disposal of funds.

"I also think that it's no more than right and fair that every druggist in the Eastern Section, whether he be a member of an association or not, should have the privilege of voting for the members of the Board to represent that section.

"As to the matter of annual registration: I think that should be left optional with the Board. It might be possible that if they have sufficient funds on hand they could omit it some year, but then again this would prevent regularity and perhaps complicate matters. After the first year of the old Board there was never a big surplus in the treasury. In fact there was a deficit, and the old funds had to be drawn on for expenses from year to year. I believe in keeping the fee at \$10. Law students pay \$15 and medical students \$25. The clerks get the benefit of the examination and I don't see why they should not pay for it."

#### NO CUTTING IN SYRACUSE.

The N. A. R. D. plan does not trouble Syracuse, for the Syracuse Druggists' Association, a local body, has brought about an ideal condition of affairs. There are no aggressive cutters in the city, all selling on a uniform schedule of prices. The department stores in town do not carry drugs, stick to the druggists' prices on toilet articles, and the best of feeling prevails between them and the pharmacists.

#### AMONG THE TRADE.

Business, I hear, has been very good during January and February. As one pharmacist near the Post Office put it: "We had a nice little run of the grip and then came a small-pox scare that led to a big call for vaccine virus and vaccination shields. Then there were the usual number of colds, and altogether we can't complain."

William Muench, by the way, is getting his business in shape so that he can go on a European trip the latter part of April. He goes in company with Mrs. Muench and one of his daughters, and intends to visit his aged mother in Germany, where he has not been for 33 years. After stopping at Mediterranean ports he visits Germany, Switzerland, France, etc., and expects to be gone three or four months. During his absence his able chief clerk, Miss Teresa N. Haas, will be in charge.

George A. Anderson is now in possession of Warren D. Talmon's drug store on James street, and is reported to be meeting with much success.

## AGITATING AMENDMENTS.

## Greater New York Society Issues a Pamphlet Urging Amendments to the Pharmacy Law.

The Greater New York Pharmaceutical Society, A. L. Goldwater, president, and L. E. Block, secretary, has issued a pamphlet in which the new pharmacy law is discussed and, as the title of the pamphlet states, its evil features are clearly pointed out and the proposed amendments fully explained. The first feature of the law attacked is the alleged unfair provisions for the election of members from the Eastern or New York City section. The amendment urged takes the election of members out of the control of the three local societies and leaves the selection to a vote of the licensed pharmacists of the section, investing every licensed pharmacist with the franchise, whether he belongs to an organization or not. Another amendment repeals the powers of the board to "regulate the practice of pharmacy," etc. This will limit the board as nearly as practicable to executive acts. The annual registration feature is referred to as "unwarranted and uncalled for. It places the burden of proof upon the druggist year after year, that he is honest in his profession, and this is in itself a stigma."

By a defect in the present law, no woman who is not at present the holder of a certificate can be registered in the State of New York, irrespective of her qualifications or capabilities. This is referred to in the pamphlet as "a gross injustice," and has been removed in the amendments. The provision of the law now in force giving the board power to revoke a license is strenuously objected to. The amendment takes the decision from the hands of the board and places it in the power of the Supreme Court.

With regard to the disposition of the funds, the Greater New York Pharmaceutical Society says it knows of "no valid reason why the surplus in the Eastern section should be disposed of differently from the surplus in the middle and western districts, or be made a perquisite of the two colleges of pharmacy of New York and Brooklyn. The pharmacists do not benefit by these contributions, and there is but one proper way to dispose of them—namely, deposit them in the State Treasury along with the other revenue of the State." The proposed amendments further provide that the State Comptroller be empowered to examine the books of the State Board of Pharmacy and of the branches and verify the reports.

The pamphlet, which is signed by the officers of the society and by Thomas Stevenson, Albert Firmin, John Gallagher, A. J. Dostrow and J. Z. Garfield of the Committee on Legislation, concludes with a recognition of the many good and desirable features of the present law. These, it says, have been preserved. "On the other hand," continues the pamphlet, "as is well known and admitted by those who framed and supported it, the law was the result of compromise between many different factions and contending interests, and this led to incongruities and to errors, and openings were left through which evil might creep in. We feel it incumbent upon the part of all those with the interest of the profession at heart to remedy these defects at the very outset, and before the evils possibly can gain foothold or strength."

In conclusion the society challenges any of the opponents of the amendments proposed by it to point to a single flaw in reasoning, to a single injustice in the demands, or to a single misrepresentation in statement.

## Hearing on Bill to Amend the Pharmacy Law.

Albany, March 7.—The bill of the Greater New York Pharmaceutical Society, introduced by Senator Donnelly, to amend the pharmacy law, came up for a hearing to-day before the Senate Committee on Public Health. Felix Hirseman, president of the New York State Pharmaceutical Association, appeared in opposition to the proposed amendments. R. K. Snither and Dr. Willis Gregory, of Buffalo, and W. H. Rogers, of Middletown, objected to any reduction in the revenues of the Board of Pharmacy. C. O. Bigelow, Wm. Mair and Prof. Chas. F. Chandler argued against depriving the New York and Brooklyn Colleges of Pharmacy of the revenue which they enjoy under the present law. The proposal to permit all licensed pharmacists in the Eastern District to participate in the election of the Board of Pharmacy was opposed in particular by Mr. Bigelow, who represented that it would be dangerous to extend the franchise to the 4,000 licensed clerks in Greater New York, who, he contended, had not the same interest in the matter as have the members of the three associations to whom the right to vote under the present law is restricted, though he admitted that the clerks enjoyed that right elsewhere in the State.

Julius Levy, of counsel for the Greater New York Pharmaceutical Society, declared certain features of the present law

to be unconstitutional, according to a recent decision of the Court of Appeals.

Dr. R. G. Eccles pointed to the fact that the existing statute made it possible for non-residents of the State to participate in the election of the Board of Pharmacy for the Eastern District of New York State, while he and many other New York pharmacists were unable to vote. Dr. Eccles supported Senator Donnelly's bill.

Albert Firmin, of the Greater New York Pharmaceutical Society, showed that the existing law accords a special privilege of an important character to societies representing less than 10 per cent. of the 6,000 licensed pharmacists in Greater New York.

Dr. A. L. Goldwater and John Gallagher, both prominent druggists of Greater New York, supported the bill, and resolutions in support of it were presented from the New York Retail Druggists' Association.

## Object to the Thornton Bill.

Senate Bill No. 635, introduced by W. L. Thornton, of Monticello, which amends the new pharmacy law by striking out the annual registration clause and providing that after a pharmacist has once registered his store no other registration shall be required so long as the licensee shall remain the proprietor of such pharmacy or drug store, passed the Senate on the 4th inst. In the Senate, three days later, Senator Hill, of Buffalo, moved to reconsider the vote, but the motion was lost.

## Bill to Regulate the Storage of Explosives.

A bill has been introduced in both branches of the State Legislature to amend the charter for Greater New York so as to provide better regulations for the storage of combustibles and inflammable material in buildings within the city limits. The proposed law, which was drafted by a committee of the New York Board of Trade and Transportation, amends section 769 of the charter to read as follows:

No quantity of the following named chemicals and combustible materials greater than is hereafter enumerated shall be stored or kept in or upon any one building within the city—namely: Hemp or flax, unbaled, 2,000 pounds in the whole; varnish, rosin, twenty barrels in the whole; alcohol, pure spirits, camphenes, burning fluid, five barrels in the whole; unslacked lime, ten barrels; vitriol, five carboys in the whole; loose wood shavings, 100 pounds; sulphur, 1,000 pounds; manufactured matches, 500 pounds; saltpetre, nitrate of soda, 500 pounds in the whole; nitrate of silver, collodion, ether, phosphorus, 50 pounds in the whole; cartridges, percussion caps, powder train, 100 pounds in the whole; aqua fortis, muriatic acid, nitric acid and sulphuric acid, not exceeding 1,000 pounds in the whole; tar, pitch and turpentine, 100 barrels in the whole except at such places, in such manner and in such quantities as shall be determined by the Fire Commissioner in the exercise of his discretion, under a permit by him granted therefor; provided, however, that in determining the quantities of said materials and substances for the storage or keeping of which within the city an application for permit shall be made, full consideration shall be given to the character of such materials and substances and to the conditions existing in and about the place or building mentioned in the application, and provided that none of the above mentioned articles shall be stored or kept in any building occupied in whole or in part as a dwelling unless by special permit from the commissioner, which permit shall state the quantity which can be so stored or kept in such building.

If any decision of the Fire Commissioner shall be deemed to work an injury to the applicant or to the public, or shall involve a menace to the public safety the final decision on such application for permit, upon the request of either the Fire Commissioner or of the applicant for a permit, shall be referred to a committee of official arbitrators consisting of the Fire Commissioner or his representative, the president of the New York Board of Trade and Transportation or his representative and the chairman of the New York section of the American Chemical Society or his representative, and such arbitrators shall each be paid the sum of \$10 for each separate case that they shall arbitrate, said fee to be paid by the applicant for a permit. The majority vote of such arbitrators shall be necessary to the determination of any issue referred to them.

The commissioner shall prepare and publish such regulations as in his judgment may be necessary to control the storage and handling of the articles specified in this section, and he shall from time to time add such other articles to such regulations as the public safety may require. He shall give public notice of such additions by publication of the same in the "City Record" and by circular notice to such dealers and warehousemen as the records of his department may show to handle or store such class or character of goods.



## GREATER NEW YORK.

Abraham Weiss, drug clerk, at 140 Second avenue, recently filed a petition in bankruptcy, with liabilities \$3,920 and no assets.

Oliver B. Kinsey, one of the oldest druggists of Newark, N. J. died on February 28. He was 65 years old, and leaves two sons and two daughters.

Louis Beckers, for many years associated with Powers & Whiteman, of Philadelphia and New York, died on February 24 at his home, 82 Felix street, Brooklyn, at the age of 86.

A reminder of the Tarrant explosion is the announcement that a six-story brick, stone and loft structure is to be built on the ruins at the corner of Warren and Washington streets.

Charles Wenlin, lately with Tscheppe & Schur, will shortly open a new drug store on Sixth avenue, between Twenty-fifth and Twenty-sixth streets, in the premises formerly occupied by Ryer & Perrian.

The Fellows Medical Manufacturing Company, Limited, sole proprietors of Fellows' Compound Syrup of Hypophosphites, have removed their New York City office from 48 Vesey street to 26 Christopher street.

George S. Bentley, druggist at Nassau and Adams streets, Brooklyn, has started a public movement for the purification of his neighborhood, and has been joined by other property owners of the Second and Fourth Wards in Brooklyn.

At the next meeting of the Manhattan Pharmaceutical Association, which will take place at the College of Pharmacy on March 18, the amendments to the constitution offered for adoption at the February meeting will be acted upon.

The many friends of Eustace H. Gane, Ph.C., of the analytical staff of McKesson & Robbins, and editor of "Drug Topics," will be glad to learn that he has recovered from a severe attack of typhoid fever and is now able to attend to business.

A bowling contest, the result of which is a matter of much conjecture, takes place to-night (Monday) at Brinkham's Bowling Alleys, Sixth avenue and Fifty-seventh street, between the Retail Druggists' Bowling Association and the Seabury & Johnson team.

The Hegeman & Co. Corporation have found it necessary to enlarge their premises at Seventh avenue and 125th street. This is one of the best business corners in Harlem, and the Hegemen pharmacy there has been a success from the start.

George Kempton, who is well and favorably known to the trade as the New York City representative of J. Hungerford Smith Co., of Rochester, has been obliged to enlarge his office accommodations at 88 Fulton street in order to cope with the increasing demand for the specialties of his house.

William P. K. Schlatter, proprietor of the pharmacy at 793 Fulton street, Brooklyn, escaped being burned to death in a fire last week by the explosion of some chemicals. The store caught fire while he was asleep in a rear room. He was awakened by the noise of the explosions and barely succeeded in escaping with his life.

R. W. Sayer, who has made a success of the pharmacy on the southwest corner of 125th street and Third avenue, is preparing to move into larger premises, which are now in course of reconstruction for him on the northwest corner of the same street. Mr. Sayer is one of the most pushing and progressive pharmacists in Harlem.

The friends of Dr. H. M. Seem, of the New York office of Sharp & Dohme, were surprised recently by the announcement of his marriage to Mrs. Florence E. Wayne, which took place at 261 West Seventy-second street, on Tuesday, February 19. The honeymoon was spent in the South. Dr. and Mrs. Seem will make their home at Bayside, L. I.

The bowlers of Seabury & Johnson rolled a team from Elmer & Amend, Friday evening, March 1, on Allaire's Alleys, winning two of the series of three games played, beating the E. & A. bowlers a total of 34 pins in the series. A return match is to be played the middle of the month, and a repetition of the enjoyable and exciting contest of last Friday is looked forward to.

"An Absorbing Exhibit" is the title of a clever little booklet, inviting the druggists of New York and vicinity to visit the Grand Hotel, Thirty-first street and Broadway, and inspect a line of fine Mandruka Sponges, which will be on exhibition there by Smith, Kline & French Co., of Philadelphia, from

March 11 to 15. The exhibit will be open and visitors welcome from 8 a. m. to 9 p. m.

John A. Weekes, Jr., member of the Assembly from the Twenty-fifth District, New York, has introduced a bill into the Legislature making it a misdemeanor for any person, firm or corporation to sell or offer for sale adulterated or altered drugs, medicines, pharmaceutical preparations, or chemical substances. The penalty for violation is fixed at not less than \$25 nor more than \$100.

The death of Dr. Leo C. Morgenstern, druggist of Myrtle and Sumner avenues, Brooklyn Borough, which occurred on February 27, was so sudden that an autopsy was called for. Dr. Morgenstern died a few hours after he had been bowling almost continuously for an hour. The autopsy showed that death was due to enlargement of the heart, and that its suddenness was probably brought on by the strain of bowling.

Hegeman & Co., of 196 Broadway, are again branching out. It is only in the neighborhood of a year ago that they ventured on a Harlem branch establishment, and now they have leased the southwest corner of 155th street and Amsterdam avenue for a drug store, which they will probably open about April 1. The store was formerly occupied by Ira Ulman, who has another establishment at Ninety-eighth street and Columbus avenue.

Russell Townsend, who was formerly credit man for McKesson & Robbins, died on Sunday at his home, No. 15 Lincoln place, Brooklyn, aged 46 years. Mr. Townsend was well known in the drug trade, having served his apprenticeship with the firm of McKesson & Robbins, where he rose to the position of credit man, which he had to resign in the year 1895 on account of ill health. At the time of his retirement he had been with his firm for 25 years.

A window display that drew crowds, if not business, was that made last week by F. W. Kinsman, Jr. Co., pharmacists, at Eighth avenue and 125th street. It was a mirror trick in which a colored boy alternately exposed to and withdrew his head from a sword suspended across the arms of a chair. The line of contact with the mirror and chair was, however, not concealed cleverly and the secret of the illusion was known to every onlooker, which, unfortunately, lessened the advertising value of the trick.

The annual meeting of the New York College of Pharmacy will take place on Tuesday, March 19, and nominations for officers to be voted upon at this meeting have been made as follows: For president, Charles F. Chandler; vice-presidents, William M. Massey, Ernest Molwitz, Reuben R. Smith; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees to serve three years, Otto P. Amend, Oscar Goldman, Adolph Henning, Gilbert P. Knapp, Charles H. White; trustees to serve one year, John R. Caswell, Otto Boeddiker.

Millionaires' Row on West Fifty-seventh street, between Fifth and Sixth avenues, was the scene of a fire last week, the four-story brown stone dwelling owned by S. W. Bowne, of Scott & Bowne, manufacturing chemists, at No. 35, being slightly damaged by the flames. The fire was confined by the firemen to the second floor. How the fire started could not be explained. A number of wealthy drug manufacturers own homes on this block, among others being John W. Cox, Lyman Brown and Brent Good. Mr. Bowne's is reputed to be one of the handsomest private residences on Manhattan Island.

## WHERE MR. WILSON STANDS.

William Wilson, whose many establishments all over the city have made him prominent in the trade, is in favor of the amendments to the pharmacy law recently introduced at Albany.

"I am beginning to think," he said, "that the drug trade is being legislated to death. Why, this re-registration is an imposition. Here I get a paper which I am to fill out, telling how many boys in my place, just what kind of help I have, what their experience is, and all that. Then, too, they want to know the kind of scales I use. Is there any other business that goes through such an inquisition? I have new errand boys every week. Shall I stop my business to find out all their antecedents? What the object of it all is I don't know, but I do know that it's all unnecessary and a nuisance to business men who do any business.

"I am assuredly in favor of amendments that would do away with all this. I believe that the holders of the old certificates should be permitted to practice anywhere in the State, and I think that New York pharmacists should have a right to vote on the question of who shall compose the State Board of Pharmacy from this section, whether they belong to associations or not. The other amendments also seem sensible and they have my approval."

## WESTERN NEW YORK.

**Preparing for the State Meeting—A Large Attendance Expected—Extensive Entertainment Planned.**

Buffalo, March 5.—The Buffalo local committee of the State Pharmaceutical Association has been very active of late, and has a programme outlined for the meeting of the association in the Pan-American city, June 4-8. It was arranged some time ago to hold the convention five days, so that there could be considerable time for the exposition. There will be sessions in the forenoon of each day, and it is probable that there will be some regular proceeding also in the afternoon of each day, with a reception in the evening. For the regular work the committee has leased the city convention hall, which is provided with all rooms for the accommodation of ladies and the convenience of the members, and, of course, has abundant room. To make sure that there should be no lack of sleeping room the committee has arranged for the entire four upper floors of the new Columbia Hotel, on Seneca street, near the New York Central Depot, and has rooms enough to accommodate 250 to 350 people. This information is soon to be formulated into a circular which will be sent to all members. The convention hall is situated at the foot of Elmwood avenue, on the same street as the Pan-American Exposition, with car line running direct. It is within walking distance of the business part of the city. No better arrangement could be made. J. A. Lockie is chairman of the committee. Inquiries should be addressed to Thomas Stoddart, secretary.

A similar arrangement has been made in regard to the convention of the National Retail Druggists' Association, which meets in Buffalo October 2-4. The convention hall and Columbia Hotel will be used, and after the State Association convention is out of the way the local committee will arrange an elaborate programme for the second meeting. It was thought that it would be awkward to have both programmes before the committee at the same time; besides there will be ample time for the latter after the June meeting. Visitors to Buffalo at any time through the summer, whether during these conventions or not, should feel that their interests are in good hands.

In this latter regard it should be stated that the Empire State Drug Company, of Buffalo, has arranged to furnish a general headquarters for all visiting druggists, and all who stop there will be provided with the best possible service, where special mail service can be had and rooms will not only be provided, but uniformed messenger boys will attend any person not well acquainted with the city and direct them to their rooms free of charge. This company now has from 1,200 to 1,400 stockholders composed of druggists in this and neighboring States, and will expect to see them all during the summer. If there are not attractions enough in Buffalo this year to satisfy the druggist public, will some one please state what is lacking?

## BUFFALO NOTES.

George Saylin, formerly connected with the Darlington drug store, Buffalo, has bought the drug store of J. R. Tillman on William street, of that city.

Spring is not very far off. It will not be long before the Indians will begin to come into Buffalo with sassafras. The moment that sassafras is on the streets of Buffalo the people of all this section of the country know that the backbone of winter is broken.

Drug stores are already making their appearance in Buffalo from outside. Solomon P. Zolotnitsky, a Buffalo licensed druggist, has bought the Engel pharmacy, at Springville, and moved it to Niagara street, Buffalo. He will be assisted in the business by S. C. Woodson, formerly in business on Elk street.

Stoddart Bros., the wholesale and retail druggists of Seneca street, Buffalo, are putting in a new 30 horse-power gas engine to run machinery and other apparatus connected with the business, and assist in the manufacture of tablets, sugar coating, splints, surgical instruments, etc. They look for a large run of business during Pan-American year.

Edgar M. Jewell, the Batavia member of the New State Board of Pharmacy, has bought an interest in the business for some time carried on there by W. W. Parker, as a manufacturing chemist. A stock company has been formed under the name of Dr. Parker's Sons Company, of which the capital stock is \$15,000, all paid in. The directors are W. W. Parker, E. M. Jewell and B. W. Jewell. The company will continue to manufacture the flavoring extracts, perfumes, drugs and medicines that Mr. Parker already has on the market and will add others. Mr. Parker will continue to travel in the interest of the business, and Mr. Jewell will manage the plant. An entire floor over the stores of Austin & Prescott and C. R. Gould has been leased for the new company.

## NEW YORK STATE ITEMS.

Charles H. Manscheffer, druggist of Troy, was recently called upon to mourn the death of his mother.

D. A. Lawton's drug store, at Syracuse, was recently entered by burglars and robbed of a quantity of goods.

William S. Driggs, druggist, of Fonda, has been adjudged a bankrupt. Among his creditors is the Polk & Calder Drug Co., \$200.

J. J. Ohlson, of Dansville, a licensed pharmacist, has accepted a position as prescription clerk in Leadley & Buell's pharmacy.

Carlos L. Frederick, a well-known druggist of Carthage, died in that village on February 28, after a long and serious illness, at the age of 72.

Workmen are engaged in repainting and papering the interior of Terbell's North Side Pharmacy, at Corning, under the supervision of Manager William H. Rudy. When the improvements are completed it will be one of the neatest stores in the city.

The stock and formulas of the late Reuben Schell, maker of Schell's Liniment, Schell's balsam and other medicines, have been purchased by Edwin Newton and Chas. Prince, who will continue the business at Mohawk under the name of the Schell Medicine Co.

Louis J. Barker, a druggist of Syracuse, has done a service to pharmacy by writing an article for the Post Standard, of that city, containing some useful information for the public regarding the requirements of pharmacy and the responsibilities of the calling.

The first annual banquet of the Kingston Drug Club was held at the Mansion House, Kingston, on the evening of March 6. Among the after-dinner speakers were Charles C. Ten Broeck, president of the association; John B. Alliger, C. L. McBride, W. F. Dedrick, Rev. F. B. Seeley and Rev. Samuel W. Small.

Gordon L. Hager, in charge of the prescription department in his father's drug store, that of Fred J. Hager, has been admitted as a partner, under the name of F. J. Hager & Son, at Rome. The junior member of the firm is a graduate of the Rome Academy and a graduate and post graduate of the New York College of Pharmacy.

A recent fire in the Day drug store at Binghamton caused \$9,000 damage to the stock, on which there is an insurance of \$7,800, and nearly lost the proprietor of the store his life. Preceding the conflagration a terrible explosion occurred. The explosion is thought to have been due to the overheating of some chemicals which Mr. Day was mixing on a gas stove in the rear of the store.

At the examination of the middle branch of the New York State Board of Pharmacy, held at Albany and Rochester, forty-six candidates were examined. The following were successful: Licensed pharmacists, Francis H. Donaldson, Albany; Stephen M. Dorn, Rensselaer; Andrew H. Witze, Troy; George A. Simmons, Penn Yan; Clarence R. Cox, Rochester; licensed druggists, Eugene W. Smiley, Newburgh; John T. Egbert, Ithaca, and Edward J. Crittenden, Ithaca.

Frank Richardson, formerly of Albany, N. Y., and now of Cambridge, is said to have one of the finest and most up-to-date stores in Washington County, his window displays attracting unusual attention. He is building up a good business and is popular in the town. Mr. Richardson takes a prominent part in Masonic affairs, and at the recent centennial celebration of Federal Chapter No. 10, A. M., of Salem, N. Y., he represented the Grand Chapter of South Dakota.

## New Liquor Sales Law for Maine.

In the House of Representatives, Augusta, Me., a bill was recently introduced which provides that any person permitted by the laws to carry on the apothecary business, and who has an established place of business, may be allowed to sell pure liquors for medicinal and manufacturing purposes only. The permission must be obtained annually from the municipal officers where the place of business is located before May 1. An apothecary can sell only to actual known residents of the city or town, or to known residents of places adjoining, and in no case shall liquors thus sold be consumed in the store or on the premises. No apothecary shall sell liquors to any person whom he knows or has reason to believe would use them for tipping purpose.

## MASSACHUSETTS.

**The Legislature Busy with Drug Matters—Mr. Cook Thinks Druggists Make Too Much Money—The Charge Denied—A Bill to Regulate Proceedings of the Board—Boston Druggists' Association Meets.**

Boston, March 7.—The Cook bill, increasing the fee for sixth class licenses from \$1 to \$500, which was reported upon adversely by the Committee on Liquor Law, was subsequently substituted in the House for the committee's report. Mr. Cook, the author of the measure, hails from Leominster, and claims that the druggists of that town get rich in a few years. The bill was again before the House on the day following its adoption, and there were many speeches in opposition. One of the speakers was Mr. Bullock, of New Bedford, who arose to a question of personal privilege, during which he said that the profession of druggist, of which he was a member, had been made the subject of a fanatical and slanderous attack, and for himself and his profession he wished to deny the truth of the charges made. Mr. Cook spoke again. He said that a store in Leominster was about to put in the finest soda fountain in the world, and druggists are so prosperous they should be taxed more. Two amendments were also offered. One was to make the fee \$1.25 and the other was to have it \$50 instead of \$500. Both were rejected. The House then refused to order the bill to a third reading. The "Boston Herald" comments editorially upon the subject, as follows: "The druggists will continue to dispense liquor for medicinal purposes at the old \$1 rate. A *bas* Cook, of Leominster.

The soda fountain referred to by Mr. Cook in the second day's debate was set up at the factory of James W. Tufts in this city, and well merits the compliments of Mr. Cook.

### A FURTHER HEARING ON THE BOARD OF PHARMACY LAW.

The Committee on Public Health gave a hearing recently to persons interested in the petition of William W. Bartlett, Ph.G., that the Board of Pharmacy must notify persons complained of as to the time and place of hearing, the nature of the charges and the name of the person making the charge; that such charges shall only be tried by a full board of five members, and that the license or certificate of such person shall not be suspended or revoked until after final conviction or judgment by a court of competent jurisdiction. A similar petition introduced by William H. Underhill was heard at the same time. The hearing was continued to give the petitioners and the board a chance to confer.

### THE USE OF PRESERVATIVES.

The bill relative to the use of preservatives has had further hearings. It is likely that there will be some legislation prohibiting the use of salicylic acid, but the manufacturers of alum baking powders are up in arms against any law inimical to their interests, and the fishing industry in this State wants to continue the use of borates.

### BOSTON DRUGGISTS' ASSOCIATION.

The first meeting of the Boston Druggists' Association, under the guidance of President Hubbard, was a decided success. It was held at Young's Hotel, on February 26. The attendance was large and an abundance of good fellowship prevailed.

### HUB NEWS.

D. Wallace Rintels, of Walker & Rintels, Dewey square, has been in New York for a few days.

The Blue Seal Extract Co., formerly at 281 Franklin street, have taken new quarters at 12 Portland street.

S. A. D. Sheppard, Ph.G., 1129 Washington street, has been sick, but is now so much better that he is attending to business.

Charles H. Hitchcock, Ph.G., has sold his store, corner of Huntington avenue and Newton street, to Charles Paine, of 635 Tremont street. Mr. Paine will run the Hitchcock establishment in connection with his old store.

### M. C. P. DOINGS.

George A. Miller, a student at the school during 1899-1900, is running a store at Cambridgeport.

The junior class, organized recently with the following choice of officers: President, John Burke; secretary and treasurer, Alice E. Wilcomb. Executive Committee: Fred. W. Bennett, Archie C. Coldwell and C. Arthur Hull.

Professor La Pierre's birthday came along last month and the junior class became acquainted with this fact. So a surprise was planned. A purse was first made up, Messrs. Bennett and Lyston being the prime movers, and a watch chain and charm purchased. Mr. Bennett made the presentation speech and Professor La Pierre, though unprepared for the innovation, made a very clever reply, but the boys thoroughly enjoyed his astonishment.

The senior class is officered as follows: President, Francis J. Connolly; vice-president, William M. Temple; secretary and Treasurer, William T. Bell. Executive Committee, the above officers and Andrew A. Dunham, Charles A. Currier and Earle H. Lyford. The class parts have been assigned as follows: Address of Welcome, by the president; Prophecy, Lee H. Porter; History, Charles A. Currier; Oration, Chester H. Sweatt and Farewell Address, Lydia M. Cherry.

### BAY STATE ITEMS.

Jacob Appell, of Millbury, has just ordered a new fountain from James W. Tufts.

Andrew L. Richey, Haverhill, is a petitioner in bankruptcy. Liabilities, \$2600.67; assets, \$75.

William F. Craig, Ph.G., of Lynn, is an active contestant for the position of auditor of that city.

Joseph A. Provost, of Valley Falls, is to have a 10-foot fountain for serving his summer trade. It is being made by James W. Tufts.

The Leominster Drug Co., Dr. Frichette, proprietor, will soon be catering to the inhabitants of that town. A very fine Tufts fountain will be set up in this store.

George E. and Peter Crane, of Haverhill, have dissolved partnership. Harry Hill, of Boston, assumes the management and Peter Crane remains as clerk. George Crane retires.

In the Superior Court, Plymouth, on March 1, Irving P. Nash, of Abington, was sentenced to three months in the House of Correction and to pay a fine of \$100 for illegal liquor selling.

Edward Blomerph, a clerk for William H. Weed, of Stoneham, was badly burned on March 3 by the explosion of a glass flask, in which he was heating a mixture containing, among other ingredients, alcohol and glycerin.

The cellar of the store of Josiah S. Bonney, Ph.G., at Wakefield, was flooded recently by the bursting of a water main. A fire engine was necessary to pump out the water, which at one time was within one foot of the ground floor. The damage was placed at \$500 to \$600; insured.

Franklin Otis Covell, Ph.G., of Winchester, died at his home on Washington street after a short illness, on February 27. He was born in Winchester 36 years ago. In 1882 he was graduated from the High School. During his school life he entered the employ of George P. Brown, a Winchester druggist, continuing this work there while he attended the Massachusetts College of Pharmacy, from which he was graduated in 1887. In 1893 he purchased the drug business of Dr. Brown, which he carried on up to the time of his death. He was prominently identified with the management of the First Presbyterian Church and Y. M. C. A., in that town, and for many years had taken a great interest in athletics.

### NEW ENGLAND ITEMS.

Dante Smith, of Manchester, N. H., is to serve his customers with soda water drawn from a new Tufts fountain.

A. Luscomb, of Concord, N. H., has taken a lease of a store on Common avenue, Hookset, and will soon start a drug store at this location.

The New Hampshire House has just passed a bill prohibiting the manufacture and sale of cigarettes, and the measure now goes to the Senate. The penalty for a first conviction is \$10, and for any subsequent offense not exceeding \$50. The law does not, however, apply to the sale of cigarettes imported into the State and sold strictly in the original package importation. The act goes into effect June 1.

The wholesale and retail store of A. P. Fitch, corner of Main and Depot streets, Concord, N. H., was the scene of a big fire on February 23. When discovered it was burning in the front part of the cellar, which was filled with paints, oils and chemicals of all kinds, and almost instantly the flames spread over the basement, and despite all efforts worked their way to the upper floors. Mr. Fitch was heavily stocked and his loss was large.

## PENNSYLVANIA.

**Philadelphia Common Council to Adopt New "Combustible" Regulations—Over a Thousand Attend the Progressive Euchre—Grocers' Drugs to be Regulated.**

Philadelphia, March 7.—After much work a bill has been presented to Councils on March 7 for the regulation of the storage and keeping of chemicals and combustibles. The committee was assisted in their work by a number of the leading druggists of this city, and at its last meeting a number of amendments were made, which were introduced by the drug trade. The bill is entitled, "An Ordinance to regulate the manufacture, storage and keeping for sale of certain chemicals and combustibles." The bill is a lengthy one and goes into the subject at great length, giving detailed provisions as regards storing many drugs, etc.

While the members of the Philadelphia Wholesale Drug Bowling League continue to roll the balls and dent the pins, there is not that unanimity that there should be, and already trouble has broken out. One club has resigned and another has given its name up and re-entered the League under a new name. It is said Aschenbach & Miller Club went out owing to its inability to secure enough bowlers to make a team. This club had a star bowler on its team, but he was not an employee of the house, and, although in the drug trade, objections were made and his services had to be dispensed with. For a while five men instead of six have composed a team. As soon as this team resigned as the Aschenbach & Miller it re-entered the League under the name of Botanic.

The Shoemaker & Busch team has also resigned and it is said it is not likely to re-enter. The members of this team found difficulty in attending to the duties of society and the rolling meets, and as there was less mental and physical strain in the first named occupation it was decided to give up their membership in the League. It was also said the expenses attached to the game were too much for them. It appears that the expenses for the alley are borne by the different houses.

While the Philadelphia Wholesale Drug Bowling League has only been in existence a few months, there is considerable rivalry among the different teams. Bowling has become quite popular, and at the games there is a large attendance. When it is considered all the bowlers are novices some of the scores made are good. The highest score so far made has been by William H. Nixon, he having made 200 for a single game. Mr. Nixon has only been rolling since December, and it looks as if he will be the champion. Up to the week beginning March 2 the games played, won and lost were as follows:

	Games.	Won.	Lost.
Whitall, Tatum Co.....	8	8	0
H. K. Mulford Co.....	3	3	0
Wanderers .....	8	5	3
Smith, Kline & French Co. (lab.).....	8	3	5
Smith, Kline & French Co. (store).....	6	2	4
R. Shoemaker & Co.....	3	1	2
Shoemaker & Busch.....	8	0	8
Botanic .....	0	0	0

## THE PROGRESSIVE EUCHRE.

The second annual progressive euchre by the Philadelphia Association of Retail Druggists was given on February 19 at Mercantile Hall. This affair was a big success and it was better managed than the previous one. Nearly 1,300 people played with the intention of carrying home a prize, and as there were over 500 to be given to the lucky ones there was considerable thinking indulged in. The first ladies' prize, a bicycle built to order and for one, was won by Mrs. Ida Barbas; second, a combination book-case and desk, by Miss M. J. Wood. The gentlemen's first prize, a carbonator and generator valued at \$225, was won by Dr. Von Loon. After the distribution of prizes the floor was cleared and a dance followed.

The fourth entertainment by the Smith, Kline and French Co. Employees' Death Benefit Fund was given on February 28, and like its predecessors was a successful one. The first part of the evening was taken up with singing, recitations and musical selections, after which dancing was begun.

## TO REGULATE SALE OF DRUGS BY GROCERS.

Retail grocers and store keepers in this State are making a vigorous fight to defeat a bill recently introduced in the Legislature to compel them to take out special license to sell the ordinary household drugs. The bill provides that the grocers shall pay a registration fee of \$1 annually and permit representatives of the State Pharmaceutical Board to make inspection

tion of the stores at certain intervals. Some of the articles the storekeepers may sell on these conditions are alum, olive oil, glycerin, Jamaica ginger, borax, licorice extract, household ammonia, bicarbonate of soda, essence of peppermint and extract of witch hazel. Further than this, the bill declares "all drugs and chemicals previously mentioned which are not poisonous or dangerous to human life must be collected and displayed in some section of the store, which shall be designated by a sign as the "drug department." Poisonous and dangerous drugs must be kept in a separate compartment of the drug section.

## PHARMACY BOARD EXAMINATIONS.

On February 26 Dr. C. T. George, secretary of the State Pharmaceutical Examining Board, announced that the recent examinations in this city were the largest in the history of the Board, 364 persons appearing for examination, 202 for registered pharmacists' certificates, and 162 for registered qualified assistant pharmacists' certificates. Of this number 103 passed the examination as registered pharmacists and 107 as registered qualified assistant pharmacists.

## AND STILL HE LIVES.] ]

Frank Duffy, a student employed as a clerk by Dr. Ware, an apothecary at Broad street and Germantown avenue, tried on the 12th of this month to make a walking sample case out of himself, and his living to tell the tale excites the admiration and surprise of his fellow craftsmen. Dr. Ware left his store in charge of Duffy, and it was not many minutes before he began to get down to business. It was not learned whether he had plenty of nerve, but it is said he started in on strychnine, which was followed by syrup of squilla, cocaine, paregoric, quinine, castor oil, sweet nitre, olive oil, spirits of ammonia, tartar emetic, Florida water, laudanum, all being washed down with a whisky cocktail. Afterward a few patent medicines were sampled. He became filled and he enjoyed the sampling so much that he felt sure there was such a thing as a vacuum, and to make one he took a big drink of ipecacuan wine, which soon put him in shape to start over again. It appears, however, Dr. Ware just then put in an appearance, and it was a good thing for Duffy, as he was gradually losing consciousness. The Samaritan Hospital ambulance soon arrived on the spot, and for a long time the physicians of this hospital were kept busy getting out of Duffy the samples that did not belong there.

## AMONG THE TRADE IN PHILADELPHIA.

Frank Mitchler, the well-known Dickinson street druggist, has lost his father by death, due to paralysis.

F. E. Jacobson, of the Oakland Chemical Co., of New York, has been here on one of his periodical trips and looked pleased and prosperous.

W. A. Carpenter, of Twentieth and Parrish streets, is recovering from an attack of the grippe, from which he has been suffering the past ten days.

Wm. L. Cliffe, one of the best known druggists of this city, has been bereaved by the loss of his father, who died very suddenly at his home in Norristown on the 19th inst.

Shoemaker & Busch are now comfortably quartered in their new stores, 513, 515, 517 Arch street, where they will be in a better position to more promptly handle their increasing business.

Dr. Richard J. Dunglison, editor of the later editions of "Dunglison's Medical Dictionary," and son of the author of that work, Dr. Robley Dunglison, died at his home in Philadelphia on March 5.

O. K. Stevenson, one of our well-known drug brokers, is quite ill at his residence in this city. Mr. Stevenson is one of the best known men in the trade, and his hosts of friends earnestly hope for his speedy recovery.

A new company have bought at sheriff's sale the title, stock, etc., etc., of the Sovereign Remedy Co., of this city, and intend to push the remedies throughout the United States. But more modern methods of advertising will be adopted, and success is, of course, anticipated.

The Epsilon chapter of the Phi Chi fraternity is to be swung out by two brothers from Gamma chapter, New York College, on Friday evening at the Philadelphia College of Pharmacy. The chapter starts out with good promise of success. Prof. H. Kraemer, who was initiated at the Northwestern University, is already a Phi Chi.

## MICHIGAN.

**Business Good Among Wholesalers—Vaccine Veal Attracts Attention.**

Detroit, March 4.—Business is still good, though in the retail line slightly slower. Wholesalers report a large increase in business over last year, and are pleased with the outlook.

## VACCINE VEAL.

All the butchers in town are being well guyed, and a good deal of fun is being poked at Parke, Davis & Co. over a recent article in a daily paper. A lynx eyed reporter discovered that Parke, Davis & Co. were disposing of such veal as the scientific department had no further use for, in open market. A scare headline announced as follows: "Wouldn't it Jar Your Appetite."

Parke, Davis & Co. make the following statement: "The cattle used for the propagation of vaccine virus are never sold to the butchers until they have completely recovered from the inoculation. Their meat is perfectly healthy and wholesome. It represents the choicest meat that comes on the market, for the simple reason that these heifers are most searchingly examined by a veterinary surgeon before they are used for the production of vaccine. They are likewise tested with tuberculin to assure the absence of all tuberculous taint. In every sanitary respect the vaccine heifers run a gauntlet of inspection to which ordinary cattle are rarely subjected.

"As the majority of butchers actually prefer the flesh of vaccinated cattle there is a ready market therefor.

"The vaccinia with which heifers are inoculated is in no sense small pox, and the flesh is no more contaminated than is the body of the human subject after vaccination.

"To prohibit the sale of vaccinated cattle would mean the destruction of the vaccine business in the State of Michigan and the monopoly of the Michigan market by the producers of vaccine in other States where absurd restrictions do not prevail."

## MICHIGAN NOTES.

Charles March Stevens, general manager of the United States Capsule Co., died on January 29, at Detroit, of pneumonia, after an illness of eight weeks. Mr. Stevens was one of the city's best known young business men. He was 34 years old, and leaves a widow and three children.

George S. Davis, who severed his connection with Parke, Davis & Co., Detroit, a few years ago, is now at the head of another enterprise, the Continental Varnish & Paint Co., a concern with an authorized capital of \$100,000, and a factory on Clay street, near St. Aubin avenue, Detroit. Mr. Davis is president and treasurer.

Harry B. Mason, associate editor of the Bulletin of Pharmacy, delivered an address a few days ago at the Unity Club on the regulation of trusts. He recommended a law to ultimately prevent large corporations from reserving for themselves more than a fair percentage of profit and the removal of the protective tariff from trust made goods.

A bill which has been introduced into the Michigan Legislature has for its object putting a stop to drug store proprietors or clerks selling liquor in glasses to the public. The bill requires drug store proprietors to report to the prosecuting attorneys each month the amount of liquor bought and sold. On being convicted of violation of the proposed law, a drug store proprietor is to be fined from \$100 to \$500, or imprisoned from 90 days to one year, or both at the discretion of the court.

**N. W. D. A. Will Not Meet in Canada.**

The Board of Control of the National Wholesale Druggists' Association have revoked their decision to hold the next annual meeting of the association at Montreal, Can. A new chairman of the Entertainment Committee has been appointed in the person of Edgar B. Taylor, of the Powers-Taylor Drug Company, of Richmond, Va., and it has been practically decided to hold the annual meeting of the association at Old Point Comfort, Va., on October 7, 1901. Official announcement of the change has not yet been made, as some members of the committee having the matter in charge are holding out in favor of Washington, D. C. as a place of meeting, but it is generally understood that Old Point Comfort will be selected.

The National Association of Retail Druggists have almost completed arrangements to hold the next annual meeting at Buffalo, N. Y., in connection with the Pan-American Exposition, on September 28.

## ILLINOIS.

**Drug Clerks' Association to Aid the Board of Pharmacy to Prevent Violations of the Law—Many Bills of Interest in the Legislature—Shorter Hours—Against Patent Medicines.**

Chicago, March 5.—Aid from an unexpected source has come to the State board in its fight against druggists who employ unregistered men. The Drug Clerks' Association has taken up the matter and is selecting committees whose duty it will be to keep watch for violations of the pharmacy law. The association will thus not only punish lawbreakers but will secure employment for its members. Officials of the association say that affairs have reached such a pass that there is almost a premium for avoiding full registration. Almost all the inquiries now are for registered assistants who are willing to work cheaper than the man who is fully registered. Wives of druggists and even boys are said to be left in charge of stores, and many of these cases are hard for the State board to trace. The clerks say they can find out who are the violators and that they intend to do so. The druggist who is found to be breaking the law will be warned to employ competent help. On a second violation the matter will be reported to the State board and prosecutions will probably follow at once. It is expected that the clerks will begin to stir matters up within a short time.

## PHARMACEUTICAL LEGISLATION AT SPRINGFIELD.

A number of bills, of more or less interest to druggists, are before the Illinois General Assembly. Among them are the following:

Senate bill 48, introduced by Stubblefield. To amend section 7 of "an act to regulate the practice of medicine in the State of Illinois and repeal an act therein named." Referred to the Committee on Judiciary.

Senate bill 158, introduced by Galligan. To amend section 14 of the pharmacy law, which refers to labels.

House bill 78, introduced by Helminiak. An act to regulate the traffic in baking powder.

House bill 85, introduced by Mueller. An act to prevent the use of unhealthy chemicals or substances in the preparation or manufacture of any article used in the preparation of food. Referred to the Committee on Judiciary.

House bill 135, introduced by Hunt. An act regulating the working hours of pharmacists or drug clerks in cities of 500,000 or more inhabitants. Referred to the Committee on Sanitary Affairs.

House bill 235, introduced by Jones, of Cook. A bill for an act to prevent and punish all persons in this State who, by signs, cards or any other form of advertisement, represent and hold themselves out to the public as physicians and surgeons and use the title of M. D. or Dr., who have not first obtained license to practice medicine under the laws of this State. Referred to the Committee on Judiciary.

Among the freak bills is one which is likely to prove interesting to patent medicine men. It was introduced in both the House and Senate, and the first section reads as follows:

Section 1. Be it enacted by the people of the State of Illinois represented in the General Assembly: It shall be unlawful to sell or offer for sale in the State of Illinois any patent, proprietary or secret medicine for the treatment of the sick or injured unless the formula thereof is attached to the container thereof, and if any poisonous or otherwise noxious ingredient enter into such medicine, or shall constitute the whole thereof, the common name thereof shall be printed in red letters, together with the amount thereof in such preparation.

## LECTURE ON THE SHOW WINDOW.

There was a meeting of the alumni and students of the Chicago College of Pharmacy, the School of Pharmacy of the University of Illinois, in the college auditorium on the evening of Thursday, February 21, to listen to a lecture on "The Druggist's Show Windows," by F. C. Mitchell, editor of *The Show Window*. The lecturer used the blackboards to advantage in illustrating his subject, and showed how simple and attractive window displays could be provided at a minimum of expense. It was both extravagant and unnecessary, he said, to fill windows with large quantities of goods, many of which would be injured by exposure to sunlight and dust. Home-made fixtures were described, the simple arch, with variations in form and trimming, being especially recommended. Stress was laid upon the importance of pricing all articles placed in the window and of making such prices an inducement to possible buyers. Suggestions were made regarding suitable backgrounds and their construction and attention given to the har-



monious arrangement of colors. The lecture was much appreciated and at the request of the alumni officers Mr. Mitchell will give a second lecture on the subject on March 21.

### CHICAGO NOTES.

F. L. Meisner, of La Porte, was in Chicago recently.

J. H. Prouty, organizer for the Chicago Retail Druggists' Association, is ill.

George R. Baker, proprietor of the pharmacy in the Ashland Block, is about to take a trip to California.

C. H. McConnell, president of the Economical Drug Co., left for New York recently on business for the firm of which he is the head.

Plans and specifications have been drawn up for a brick building to cost \$1,200 at East St. Louis and to be occupied as a drug store by Dr. Pembroke.

T. M. Jamieson is on the Pacific Coast, where he is in search of health in Southern California. He will return in time to attend a meeting of Chicago Veteran Druggists' Association March 21.

H. L. Miller & Co., proprietors of the Jamieson Pharmacy at 372 Sixty-third street, have dissolved partnership. W. J. Lafferty has bought out the interest of Harry L. Miller and will continue the business.

Datin & Lauterbach, druggists, at Fifty-fifth street and Wentworth avenue, have purchased the A. S. Tirrell store at Forty-seventh street and Champlain avenue. Mr. Datin has taken charge of the new purchase.

Leo Eliel was in the city recently getting some necessities with which to finish a course of lectures at Notre Dame. The university lost its professor and called on Mr. Eliel, who will carry the classes in pharmacy through their work.

Officers were elected at the annual meeting of the State Board of Pharmacy, as follows: President, W. O. Simpson, of Vienna; vice-president, T. A. Jewett, of Oregon; secretary, L. T. Hoy, of Springfield; treasurer, W. Bodemann, of Chicago.

Charles Tichenor, a member of the stock yards firm of H. M. Tichenor & Co., died February 19 of cerebral meningitis, and a story was circulated that his death was due to taking excessive doses of bromo seltzer. Dr. B. S. Turner, who attended Tichenor, says his patient did not take the bromo seltzer in harmful quantities.

While standing in the store of R. L. Wickes in Evanston, Miss June Whitfield, a student at Northwestern University, turned her head so that it came in contact with a cigar lighter. Her hair was ablaze in a moment and the screams that followed brought assistance from William Hamilton, the clerk, who wrapped Miss Whitfield's head in his coat, smothering the flames.

The branch store of H. N. Fraser & Company, of New York, which was opened on Washington street, between State and Madison, last week, is attracting considerable attention, and the local trade are awaiting developments with interest. The store is modeled after Fraser & Company's New York establishment and is intended for a prescription pharmacy solely, though analytical work will be a feature, and it is to serve as well as a wholesale branch of the tablet triturate business. The store is very handsomely fitted up, the fixtures being of oak. Mr. Kelley, formerly of the firm of Kelley & Durkee, Boston, is in charge.

Jos. Jacobs, the Atlanta, Ga., druggist, is not only a well informed pharmacist, but is fond of general literature, and numbers among his friends many of the brightest journalists of the South. A touching evidence of the sincerity of his regard for his friends recently came to light in the simple but impressive ceremonies attending the unveiling of a monument erected by him on the grave of Thomas G. Burney, at Forsyth, Ga., one of the most brilliant and best known of Georgia's journalists, whose grave had heretofore been unmarked.

### Virginia Board.

The fifteenth annual meeting of the Board of Pharmacy of Virginia will be held in Richmond on March 18. Persons wishing to appear for examination should communicate with E. R. Beckwith, secretary, Richmond. The examination commences at 9.30 a.m. on March 19.

## MISSOURI.

### N. A. R. D. Plan Works Satisfactorily—The Amendment to the Pharmacy Law Will Probably Pass.

St. Louis, March 5.—The N. A. R. D. plan is working very nicely in this city. At first some of the druggists thought the new schedule of prices was not high enough, but they see now that it is a great advantage over the old cut rate practice, which was so irregular and uncertain. It is expected that a raise in the schedule prices will be made in the near future. The general public has already obtained the general opinion that the price of patent and proprietary preparations is advancing, which paves the way for a new schedule.

### PHARMACY AMENDMENT WILL PROBABLY PASS.

The amended pharmacy law will be voted upon this week. All those who have kept posted upon the endeavor to improve the pharmacy law feel that it is a sure winner. The physicians have just succeeded in securing an entire new medical law which requires every person desiring to register as a physician in this State to pass an examination before the State Board of Health. An emergency clause was even attached to this law that it will go into effect at once, thus requiring of the several hundred graduates, who will receive their diplomas this spring, to take the examination. The pharmacists of the State used their influence to secure the passage of this medical law, feeling sure that their brethren would reciprocate by assisting them in the passage of their little amendment to their old law. It is now regretted by all the stanch pharmacists of the State that an entire new pharmacy law was not presented at this meeting of the Legislature, for they feel sure that it would pass. A whole volume could be written about the history of medical and pharmacy legislation in this State, and about the fourteen institutions which existed in this city alone at one time all granting diplomas entitling the holders to practice medicine in the State and how there was no State law to prevent it, while on the other hand there were only two colleges of pharmacy whose diplomas were recognized by the pharmacy law, but the physicians were allowed to register as pharmacists upon their diplomas. Now, if the amended pharmacy law passes, only graduates of recognized colleges of pharmacy can register as pharmacists in this State.

### ST. LOUIS NEWS.

Geo. R. Merrell, secretary of the J. S. Merrell Drug Co., is celebrating the arrival of a nine pound boy in his household.

F. Cremer, who recently sold his drug store at Easton and Euclid avenues, has opened a strictly prescription drug store in the Olivia Building, at Grand avenue and Windsor place.

Theo. F. Hermann, of Carondelet, has sold his drug store at St. Ange avenue and La Salle streets, to John Skaer. Mr. Hermann says the next notoriety he gains will be by getting married.

Chas. Koch, the popular young druggist at Eleventh and Rutger streets, has just returned from a two weeks' trip through the South. He says the South is all right in winter, but he cannot forget his last trip down there several years ago during the month of August.

Dr. Hiram Young, proprietor of the drug store at Eighteenth and Olive streets, has just returned from his old home in Kansas, where he was called by the serious illness of his father. The presence and knowledge of the young physician have placed the old gentleman out of danger.

Robert Trauble, the most popular druggist of East St. Louis, and brother to the jovial pharmacist at Jefferson and Choteau avenues, is in the race for Mayor of his city. Our old friend, Otto, says, with his pull and 300 pounds weight, he thinks he should be made Chief of Police in case his brother is elected.

Albert Funsch, druggist, at Fourteenth and Spruce streets, has been spending a week over in Illinois at the hunting and fishing headquarters of the club to which he belongs. As he was a comparatively seldom attendant at their meetings, the boys put up a job on him. They sent him out on an ice boat to shoot at some ducks (decoys), about two hundred yards from shore, with the information that they would be almost too cold to fly, and instructions to get very close before shooting. He now says that it was worse than any of the rough house initiations of the various lodges he has been joining for the past ten years. The water was only about four feet deep, and the ice not much over half an inch, but he found the snake bite remedy bottle empty when he reached the club house, which was the worst blow of all.

## THE KNIGHTS OF THE ROAD.

### Notes of the Traveling Salesmen.

#### Caught on the Fly.

John Lane, who represents Schieffelin & Co. in the New England States, made a visit to headquarters last week.

**St. Louis.**—S. E. Barber, North Side city salesman for the Meyer Bros. Drug Co., has left for his old home in Mississippi to attend the settling up of his father's estate.

Frank Henry, proprietor of the Williams Mfg. Co., says he will give this city a wide range in future. He came here for a little social and business call a short time ago and the la grippe microbes overpowered him and confined him to his room for nearly a week. He never knew we had such vicious creatures running at large.

Duke Munyon, the handsome and only son of the well-known patent medicine manufacturer, spent a few days in this city on his way to California. He blushing admitted that he was on his wedding trip, but said there had been no family discords as yet and he knew his wife could not get angry if she should try. When asked by his old friends at the wholesale house why he did not bring his better half around and let them take a look at her, he looked around at the many pretty stenographers and said he was in a hurry to get out to California.

David Howes, central city salesman for the J. S. Merrell Drug Co., collided with a street car a few days ago. His buggy was demolished, his horse severely injured, and himself badly bruised up.

Chas. H. Camp, special representative of the Centaur Co., has just landed in the city from Florida, where he has been making it lively for counterfeiters of Castoria. He came here to look after a similar case which is expected to come to trial this week.

Virgil Dillon, the old-time Missouri representative of the Moffit-West Drug Co., has taken his wife and gone to California for a three months business and pleasure trip.

Paul Wright, a well-known local drug clerk, has shouldered the grip for the Hoeffken-Finke Laboratory of this city. He will look after some of the city trade, but devote most of his time to their suburban town interests.

**Rochester.**—The general good feeling that pervades the drug trade in this State at the beginning of the new century is doubtless owing to the excellent condition of business. It is felt alike by the dealer and the traveling salesman.

W. D. Brenn announces his early coming to Rochester in the interest of Tyler & Finch Co. Mr. Brenn is now in Indianapolis, Ind., and expects to reach Western New York in about three days.

A. Bateman, who represents Bauer & Black, of Chicago, in this State, and whose headquarters are at Syracuse, visited us in February.

H. A. Rowe, of Wooster, was in Rochester recently in the interests of the W. H. Hamilton Company, manufacturers of flint glass vials and bottles, of Pittsburg, Pa.

S. W. Lothrop, representing Paul Prot & Co., successors to Parfumerie Lubin, of New York and Paris, spent the latter part of last month with the Rochester trade. Lubin's perfumes are too well known to need special advertising, but if they did need it Mr. Lothrop is the man to give them the required introduction to the public.

C. F. Oddie was another late February visitor, and if his call was prolonged into March it was because he found so much to do for A. A. Stillwell, of New York, for whom he is now traveling.

D. M. Wright spent inauguration day in Rochester, looking after the interests of Billings, Clapp & Co., of Boston. His list of orders for their chemicals, extracts, &c., was large.

W. J. Bush & Co., of New York, still retain the services of F. I. Washbourne, who has been with them for several years. Mr. Washbourne is eminently successful in his chosen business, as was shown by the recent visit made here, and is demonstrating to the public that a college bred man is not necessarily a failure in the business world.

Wayte A. Raymond was at Powers' Hotel last week with samples from the house of Alfred H. Smith, importer of toilet brushes, of New York. Mr. Raymond is well known in Rochester and is always sure of good orders.

**Buffalo.**—J. S. Marvin, who takes care of the Buffalo territory for Seabury & Johnson, and is always in sight when the head clerk wants anything, has been the city round this week.

Charles Monroe, traveling representative of Hance Bros. & White, is in Buffalo, taking his usual list of orders in the specialties carried by his house.

D. T. Horton lives in Buffalo and always takes it in when possible, as now, when not soliciting business. He was last year with Henry Thayer, but this year engaged with Strong, Cobb & Co., of Cleveland.

L. E. Treat, long known with favor to the drug trade as the visible sign of the house of Johnson & Johnson, is in Buffalo, taking the usual good care of his customers.

George E. Burrows, the genial roundabout salesman of Schieffelin & Co., gave his Buffalo friends and customers in the drug trade the benefit of his presence and experience early in March and departed with his usual good list.

Edgar P. Reynolds told a few of his choice stories as he took down the last orders for drugs to be had of the Syracuse house of Charles Hubbard & Son. He is due in Buffalo every Saturday.

**Boston.**—W. L. Toppan has made the rounds recently in the interest of the New England Sparklet Co., of this city.

J. A. Ward, representative of Wells, Richardson & Co., has been about town and the virtues of Cereal Milk have been expounded most ably by this clever agent.

G. M. Dorrance is a master in the persuasive art, and his management of the order business of Allen's Corn Plasters is of the highest order.

W. D. Shattuck, with Parker, Stearns & Sutton, of New York, keeps on the path of glory, and the rubber goods of this firm are well canvassed.

F. S. Charles hustles, and hustling is a profitable occupation. The interests of Burrough Bros., manufacturing chemists, of Baltimore, are in good hands.

**Cincinnati.**—Col. Max Fuchs, who represents the Stein, Vogeler Company on the road, is making a tour of the West and booking nice orders in nearly every place he visits for sponges and chamols.

Frank Bain, the popular young Cincinnati who represents John Wyeth & Brother in California, expects to reach the Queen City soon to visit his brother, Andrew, who is the druggist at the Cincinnati Hospital.

Dr. John F. Haynes, who is one of the well-known hustlers on the road for Schieffelin & Company, of New York, is scheduled to soon face the minister in a matrimonial bout. The bride to be is a New Jersey girl.

**Cleveland.**—J. L. Harvey will be here this week and call upon the druggists and solicit orders for E. N. Rowell Co., Bavaria.

Mr. Roach, Colgate & Co.'s representative, was calling on the Cleveland trade last week.

H. K. Wampole & Co. were represented by C. M. Gjinck here recently.

Chas. C. Lindsay, agent for Hance Bros. & White, paid a visit to our Forest City and called upon the druggists in the interest of the above firm.

**Chicago.**—Dr. H. C. Mackey, the Chicago hustler for McAvoy Brewing Co.'s Malt Marrow Department, is now associated with the Independent Brewing Association, who have just placed "Prima Tonic" on the market.

Geo. Humiston is now covering Southern Michigan and Northern Indiana for Morrison, Plummer & Co. He was with the Fort Wayne Drug Co. for a number of years.

Chas. Phelps has returned to his first love, the Horlick Malted Milk Co. of Racine. He represented the firm for six years in the East, and had headquarters in Philadelphia. Then tried the Water Cure, representing the Londonderry Spring Water Co. in Chicago for two years. Mr. Phelps is a brainy and conscientious worker, with a host of friends among the doctors and druggists, who know his sterling qualities.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, March 9, 1901.

**M**ARKET conditions during the period under review were uneventful save for the advance in quinine and the decline in opium and cocaine, but the tone of the market has continued firm, and an upward tendency is noted in numerous staples. The demand for original packages is not characterized by any spirit, and the greater volume of trade has consisted of small orders contributed through the jobbing houses. The outlook for a good March business is, however, regarded as most favorable, and the indications are that the business of the present month will run ahead of that of the corresponding period of the previous year. The principal alterations of the past fortnight are shown in the accompanying table:

HIGHER.	LOWER.
Quinine,	Opium,
Oil lemon,	Cocaine,
Oil bergamot,	Ichthyol.
Oil orange,	Menthol,
Oil cassia,	Oil sassafras, artificial,
Oil cloves,	Ergot,
Oil peppermint,	Jamaica ginger,
Thymol,	Orris root,
Ipecac root,	Spermaceiti,
Aconite root,	Gum mastic,
Golden seal root,	Vanilla bean, Tahiti,
Guarana,	Balsam Peru,
Buchu leaves,	Senega root.
Citric acid,	
Citrate salts,	
Colchicum seed,	
Japan wax,	
Gamboge.	

### DRUGS.

Alcohol is finding a steady consuming outlet and values are maintained at the Trust range of prices, or say \$2.45 to \$2.47 as to quality, less the usual rebate for cash in ten days. Wood is selling freely at the established price of 60c per gallon for 95 per cent.

Arnica flowers are yet scarce and the price is maintained at 10c to 11c.

Balsams.—Copaiba is in better supply and offered more freely at a fractional decline, Central American being held at 39c to 41c and Para at 48c to 50c. Canada fir has eased off a trifle and now offers at \$2.75 to \$2.80, but Oregon is firm at 70c to 80c. Peru is quiet but steady at \$1.30 to \$1.35. Tolu has relaxed into a quieter condition and offers at 30c to 32c. Gurgun balsam is receiving some attention and sales are making at 12½c to 15c.

Barks.—Cascara is in improved position, owing to increased demand and stronger advices from the coast, where 4½c is named as the inside quotation on carload lots; recent sales in this market have been made at prices ranging from 4¼c to 5¼c. Condurango of the new crop has arrived and sold at 14c. Buckthorn is held steadily at 4¼c to 5c, though only limited quantities are inquired for. Orange peel is selling quite freely in small quantities and values are maintained firmly at 3c to 4c for bitter and 4¼c to 10c for the various grades of sweet. There is a steady jobbing demand for most of the other varieties of druggist barks, but features of special interest are lacking.

Buchu leaves, short, are showing an upward tendency in view of improved demand, and recent sales of prime green have been at 28c, while parcels of old yellowish have changed hands down to 22c.

Caffeine is moving out freely into channels of consumption at manufacturers' quotations, or say, \$4.50 to \$4.75 for bulk.

Cassia buds are fractionally lower, 23½c to 24c being the prevailing range for choice lots.

Chamomile flowers continue in moderate demand with jobbing sales at the range of 21c to 25c, and 15c to 25c for Roman and German respectively.

Coca leaves, Truxillo, show a hardening tendency, recent reports from the producing markets referring to scarcity and a 10 per cent. advance in value. The demand here continues quite active, and we hear of sales of some 7,000 lbs. to the consuming trade, quoted 24c to 26c. Huanuco continues firm at our quotations, or say, 38c to 40c.

Cocaine is held steadily on the basis of \$5 to \$5.20 for bulk, but the demand at the moment is only of limited proportions.

Cod liver oil, Norwegian, continues weak and neglected, notwithstanding stronger advices from the fisheries; quoted \$23 to \$26.

Codeine is without quotable change. The demand continues of average proportions with the sales at manufacturers' prices—\$4.20 to \$4.40 for pure in bulk.

Colocynth apples are less actively inquired for, with such jobbing sales as have transpired since our last making within the range of 36c to 42c for prime Trieste, 43c to 45c for selected and 15c to 16c for Spanish.

Cubeb berries are without change of consequence, either as regards price or demand, and quotations are more or less nominal at 10c to 13c.

Cuttle fish bone is receiving a fair amount of attention from the consuming trade, and holders are firm in their views at 25c to 26c for prime Trieste, 85c to 95c for jewelers' large and 39c to 40c for small.

Dragon's blood continues held at 12c to 15c for ordinary mass and 50c to 60c for prime in reeds, but only jobbing sales are reported.

Ergot is steady and in moderate jobbing request, with German held at 55c to 56c and Spanish 59c to 62c.

Formaldehyde is taken in moderate quantities by the consuming trade, but holders show no disposition to increase the distribution by price concessions and quotations remain unchanged at 15½c to 17c for bulk, as to test and quantity.

Guarana is in small supply and with an improved demand the market is firmer and holders have advanced their prices to 50c to 55c.

Haarlem oil is offered more freely and at a reduction, recent sales having been made at \$2.35, though it is intimated that a general advance to \$2.50 is about to be made.

Ichthyol has been reduced by the manufacturers, 10-lb. lots being now quoted at \$4, with proportionate prices on smaller quantity, ounces being held at \$4.50. The decline amounts to \$1.75 per lb., and no reason is assigned for it.

Lycopodium is in light stock, but the demand is limited and jobbing sales are making at 51c to 52c for ordinary and 53c to 54c for Politz.

Manna continues held with firmness, the conditions abroad being favorable to holders; recent sales of large flake have been at \$1.15 to \$1.20, small flake 53c to 55c, and sorts 38c to 40c.

Menthol is dull and dealers' efforts to increase the distribution have caused a decline in prices to \$4.37½ to \$4.50, without, however, increasing the demand appreciably.

Olive oil is scarce, with the available supply under good control; 65c is asked.

Opium is offered with less reserve, but buyers and holders are yet apart in their views, the slightly lower quotations now prevailing not appearing to stimulate the distribution in the least. While holders are willing sellers at \$3.32½ for single cases, it is probable that a firm bid on a quantity lot would be accepted at a shade below this. Purchases are, however, mostly limited to jobbing quantities, for which a slight advance over the case price is paid, or say \$3.35 to \$3.37. Powdered is moving out in moderate quantities at \$4.35 to \$4.40 as to test and quantity.

Pulsatilla herb is maintained with firmness in the face of scarcity, and we do not hear of any sales below 22c, this

figure being quoted inside at the close. Foreign markets are reported bare of stock, and the small available supply here is closely concentrated.

Quinine has sold liberally since our last, and the general expectation with regard to the effect of recent slight advances in the price of bark has been realized. The position of the article is now a firm one, the advance in prices announced by the agents of foreign manufacturers and by domestic makers on the 27th ult. being steadily maintained, and the tendency is still decidedly upward, though buyers are not taking stock with any freedom. The latest London advices reported large sales at 16½¢, and it is confidently expected that prices here will be advanced very shortly. An auction sale of bark will take place in London on the 12th inst., and it is expected that improved values will follow this sale if an advance in price is not announced earlier. In the meantime holders are offering with some reserve pending expected developments. Current quotations for Java remain 29½¢ to 30¢, and German in second hands is held at 30¢ to 31¢.

Santonin is quoted higher from primary sources and prices here have been advanced to correspond, the revised figures being \$5.20 to \$5.25 for crystals in bulk and \$5.30 to \$5.35 for powdered, representing an advance of 60¢.

Spermaceti is quiet at the moment at 30¢ to 31¢ for block, and 31¢ to 32¢ for cakes, with but little business of any consequence being reported.

Thymol is almost out of market, and for the small available supply, which is closely concentrated, \$8 is asked.

#### CHEMICALS.

Acetate of lime continues in steady moderate request for both home consumption and export at manufacturers' prices, or say \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Alum is quiet, but manufacturers' prices are well sustained at \$1.75 to \$1.90 for lump.

Arsenic, white, is jobbing fairly within the range of 4½¢ to 5¢ as to quality and quantity. Red is quiet but steady at 7¢ to 7½¢.

Bismuth preparations are moving out with fair spirit within the range of \$1.75 to \$1.80 for subnitrate, \$1.80 to \$1.85 for subgallate and \$1.95 to \$2.00 for subcarbonate.

Bleaching powder shows no special variation, contract deliveries are numerous, but the jobbing demand is light. Leading English brands are held at 2¼¢, German 2¢, and French and Belgian 1.90¢.

Blue vitriol has not changed from 5½¢ to 5½¢. There is a fair demand for both home consumption and export.

Carbolic acid is in seasonably good demand, but sales in excess of jobbing lots are the exception and prices are unchanged at 23¢ to 24¢ for crystals in bulk and 28¢ to 29¢ in pound bottles.

Chlorate of potash is quiet and the market is a trifle easier, though prices are maintained at the old range of 8½¢ to 9¢ for either crystals or powdered.

Citric acid has been advanced in price under the influence of conditions noted in our last issue, and the various citrate salts have been advanced to correspond; 42¢ to 42½¢ is now named as to quantity, an advance of 2¢.

Cream tartar is without special change and the manufacturers' quotations are not affected by the pressure to realize on the part of some holders, powdered being quoted at 20¢ without regard to quantity.

Cyanide of potash reflects the position of the article in foreign markets where prices are irregular and unsettled. Small lots are passing out to the trade at 25¢ to 26¢, and these figures could probably be shaded on a firm quantity bid as the import cost is said to be about 23½¢.

Iodine is reported lower in the foreign markets, but prices here, either of the metal or its salts, have not been affected, resublimed iodine being quoted at \$3.15 to \$3.20, iodoform \$3.25 to \$3.30, and potassium iodine \$2.30 to \$2.35.

Nitrate of soda is dull and the market is quiet with spot quotations nominally unchanged at \$1.80 to \$1.82½ for spot and nearby arrivals, and \$1.82½ to \$1.85 for shipments, according to date of sailing.

Oxalic acid is in moderate demand and the market is fairly steady at the quoted range of 5½¢ to 6¢, as to quality and quantity.

Permanganate of potash is in fair demand from the hands of jobbers with sales reported at 11¢ to 11½¢.

Quicksilver is selling fairly in jobbing quantities within the range of 65¢ to 66¢.

Saltpetre is quiet with quotations nominally steady at 3½¢ to 3¾¢ for crude. Refined is held and selling at 4½¢ to 5½¢.

Tartaric acid meets with a fair consumptive inquiry, with sales at the range of 29¢ to 30¢, as to quantity.

#### ESSENTIAL OILS.

Anise, in common with other Chinese oils, is in better demand and firmer, with \$1.37½ to \$1.40 generally named.

Bergamot and other Messina essences are generally higher, and holders are maintaining prices with some show of firmness within the range of \$2.30 to \$2.50. Lemon is fractionally higher, recent sales having been at \$1.10 to \$1.20¢ and orange is quoted \$1.65 to \$1.75.

Cassia has been active during the interval, and prices are higher, 82½¢ to 87½¢ being required for 75 to 80 per cent. The tendency on this oil is still upward and higher prices are looked for.

Clove is in improved position, the demand being good and spice advancing in value. While down to 65¢ is quoted 67½¢ to 72½¢ is generally named.

Croton is in moderate demand, with sales at 90¢ to \$1.10, as to quantity.

Pennyroyal is dull but steady at 90¢ to \$1.05.

Peppermint is well sustained at \$1.10 to \$1.15 for Western in bulk, the available supply in producing markets is limited and the position of this article is a strong one.

Sassafras is quiet but steady, natural being maintained at 36¢ to 38¢; artificial is easier and quotations show a decline to 31¢ to 35¢, as to quality and quantity.

#### GUMS.

Aloes are steady and in moderate demand with sales of Curacao, ex-store, reported at 4¢ to 4½¢.

Arabic is selling in small quantities within the range of 45¢ to 55¢ for first picked, 32¢ to 34¢ for second and 14½¢ to 16¢ for sorts.

Asafetida is only wanted in a small way, but the tone of the market is firm with ordinary quoted at 30¢, and good to prime up to 35¢.

Benzoin is held with more confidence and prices have advanced. Prime Sumatra is held at 35¢, while inferior grades are obtainable within the range of 31¢ to 33¢. Siam does not vary from 90¢ to \$1.00.

Camphor is maintained steadily at the established range of prices, but strictly new features are lacking.

Gamboge shows an advancing tendency in view of slight scarcity, and 52½¢ is now named for prime pipe.

Kino, mastic, myrrh and olibanum are meeting with fair jobbing inquiry, and small quantities are finding a good consuming outlet at unchanged prices.

Senegal is jobbing fairly within the range of 15¢ to 24¢ for picked, 13¢ to 14¢ for sorts, and 8½¢ to 14¢ for siftings.

Tragacanth is held and selling at 65¢ to 75¢ for first Aleppo, 50¢ to 60¢ for second, 75¢ to 85¢ for first Turkey, 50¢ to 55¢ for second, and 40¢ to 45¢ for third.

#### ROOTS.

Aconite is held with increased firmness in view of scarcity, and prime quality German is now quoted at 14¢ to 15¢.

Althea, cut, is selling in fair volume, whole being almost entirely out of market, and 25¢ is named as the selling price.

Belladonna is in slightly improved position owing to increased demand and diminished supply; quoted 14¢ to 15¢.

Golden seal is dull but steady at 55¢ to 57¢.

Ginger, Jamaica, is in better supply and easier, with quotations reduced to 7½¢ to 9¢ for unbleached and 12¢ to 13½¢ for bleached.

Ipecac is attracting more attention, and the tone of the market is decidedly stronger with the tendency of values upward; holders now offer sparingly at \$2.95 to \$3.05, an advance of 15¢ over the previous range.

# Keep it on Hand



## ABBOTT'S SALINE LAXATIVE

The only preparation of the kind advertised exclusively to the medical profession. 15,000 physicians are now prescribing and recommending it and the number is rapidly increasing. A ready seller; never dead stock.



ORDER from jobbers or direct from laboratory or branches; prepaid for cash with order. Two sizes; 6 oz., retailing at 50c; 1 pound, retailing at \$1.00. Price to you \$4.50 per dozen. \$45.00 per gross; and \$9.00 per dozen or \$100.00 per gross, in half gross lots pro rata.

**The Abbott Alkaloidal Co.**  
General Offices and Laboratory **CHICAGO**  
Branches: 93 Broad St., New York; Phelan Bldg., San Francisco

## THE SODA SEASON

The serving of soda contributes as much as anything to making a popular fountain. Good soda serving is only possible with thoroughly practical and time-saving fountain accessories. Proper equipment is everything and it may be made comparatively inexpensive.

We have always made a specialty of catering to the Soda Fountain accessory trade; we devote much time and study to this department of our business and the usual fruits of industry and endeavor are the result. We have as complete and varied and thoroughly up-to-date soda fountain accessories as are shown anywhere in the country.

We want to send you a copy of the Spring number of our "Druggist Sundryman," a publication which is devoted entirely to soda fountain goods and supplies. It is handsomely illustrated and presents in an attractive and interesting manner some new and practical novelties in fountain ware and devices and utensils calculated to make the best soda serving possible. Better write for a copy to-day.

ROOT BEER SET.



We send free on request a copy of our Spring "Druggist Sundryman," an attractive and profusely illustrated magazine which tells of prices and the newest goods for the soda season.

WINDSOR PUNCH BOWL.



31 Warren St., New York. **FOX, FULTZ & CO.,** 18 Blackstone St., Boston.

Kindly mention *AMERICAN DRUGGIST* when writing to Advertisers.



Jalap is firmer, and a good consuming demand is reported at the range of 13c to 14c.

Orris is less actively inquired for and values are easier with 5c to 6½c now named for Verona and 10c to 11½c for Florentine, as to quality and quantity.

Rhatany is easier in the face of a lessened demand and quotations show a decline to 11c to 12c, as to quantity.

Senega has declined a notch or two in the interval, 37c to 39c being now named for jobbing lots.

#### SEEDS.

Caraway is dull and values are easier in sympathy with the primary markets; jobbing sales at 7½c to 7¾c.

Cardamom, decorticated, is in moderate demand and recent sales have been at 70c to 75c.

Celery has advanced in the interval and holders do not now entertain bids below 7½c to 7¾c.

Colchicum is scarce and wanted; up to 45c was paid and the quotation has been further advanced to 50c, with only very small lots obtainable.

Coriander in a small way continues to realize 3¼c to 3½c for natural and 4c to 4½c for bleached.

Mustard is steadily held upon the basis of 5c. to 5½c for California brown and 6 to 6½c for yellow.

#### MISCELLANEOUS NEWS NOTES.

Tennessee has passed a bill prohibiting the sale of cocaine, except on a physician's prescription.

Weldon, Campbell & Co. have purchased the drug store of J. H. Pickett, at Askaloosa, Ia.

Dr. A. C. Sirjacques, a druggist, of New Orleans, La., died from spinal meningitis on January 28 at his home in that city.

A fire broke out in Hoagland's drug store at Beatrice, Neb., on February 1, and the stock, valued at \$10,000, was totally destroyed.

W. F. McCue and Edward Buss have purchased from H. Kirk White the Empire drug store, of Janesville, Wis., and will conduct it.

Fire in the building occupied by the R. J. Hoagland Drug Co. at Beatrice, Neb., on January 31, caused a damage of \$6,000, fully covered by insurance.

Fire in the chemical manufacturing establishment of the Eli Lilly Co., at Indianapolis, Ind., on January 27, caused a loss of several hundred dollars, and is fully covered by insurance.

Dr. C. S. Lowry, of Dade City, Fla., has sold his drug business to J. Clarence Griffin. Dr. Lowry will locate in Lakeland, where he will practice his profession. He has also purchased a drug store in Lakeland.

The Wedgewood Club, the members of which are all druggists, held its annual banquet on January 31 at Baltimore, Md. The following officers were elected: President, J. Webb Foster; secretary, Owen C. Smith.

The A. Kiefer Drug Company, of Indianapolis, Ind., which recently bought a new building, has already begun the work of building, and will occupy the new quarters on April 1. The improvements will cost about \$50,000.

In a destructive fire that raged for several hours in Des Moines, Iowa, lately the drug store of Webb Souers was damaged to the extent of \$1,000, and C. W. Rogg, another druggist, had his entire stock, valued at \$10,000, destroyed.

The L. Gerstle Medicine Co. is about to begin the erection of a new factory at Orchard Knob, Tenn., while it is expected that the Chickamauga Medicine factory at Highland Park, Tenn., will be in operation before the end of February.

Walter C. Casley, a druggist, of Pueblo, Col., was shot through the head and instantly killed in his store recently by a burglar. The cash register was rifled and every pocket in the murdered man's clothes turned inside out. The murderer escaped.

D. A. Yelser, of Paducah, Ky., has disposed of his interest in the business of D. A. Yelser & Son to his son, Joseph Yelser, and J. T. McElrath. It is believed that the senior Mr. Yelser will run for Mayor and the new firm will be known as Yelser & McElrath.

The Paragon Drug Company is the new name adopted for "The Paragon" drug store in Asheville, N. C. The president of the company is Edward Hopkins, and the secretary and treasurer, L. B. Wheeler. The store was formerly owned by B. Shemwell.

Joseph C. Shepard, Jr., druggist, of Wilmington, N. C., and his wife are suing the Atlantic Coast Line Railroad Co., of South Carolina, for \$25,000 damages each for permanent injuries received by being thrown from a buggy which collided with one of the defendants' trains.

Dr. W. E. Hawkins, a practicing physician of Shreveport, La., has embarked in the drug business there. He has engaged Mr. H. G. Posey as prescription clerk and manager. Mr. Posey is well liked. Dr. Hawkins will have his office at the drug store which opened to the public about February 1.

Edward P. Marsh, a prominent druggist of Neenah, Wis., has filed a petition in bankruptcy in the United States Court. His liabilities amount to \$13,830.16. The assets, exclusive of exemptions, foot up to \$8,522.52. The principal item of the assets is the stock of the bankrupt, which is figured as worth \$5,000.

The City drug store at La Junta, Col., has been taken possession of by a receiver under authority of the United States court in a proceeding in involuntary bankruptcy against the firm of Kemper & Terrill and W. J. Kemper. R. W. Patterson was appointed receiver. The outstanding liabilities are between \$2,500 and \$3,000.

William Elcholz, a druggist, of Kansas City, Mo., who recently accepted religion, destroyed, in the presence of a crowd of people, his stock of liquors which had cost him \$200. Druggist Watson, of the same city, was given one day to decide whether he would stop selling liquor or give up business. Mr. Watson shut up his store at once and advertised the stock and fixtures for sale.

The C. E. Potts Drug Company, of Wichita, Kan., has been incorporated with a capital of \$200,000 to transact a general wholesale drug business. The officers of the new corporation are: C. E. Potts, president; W. E. Bailey, vice-president; F. E. Evans, secretary, and F. Redfield, treasurer. All of the parties interested in the new concern have been connected with the old firm almost since its foundation here eleven years ago.

From Munich is cabled the news that on February 11 Prof. Max von Petenkofer, the distinguished German chemist, committed suicide by shooting himself in a fit of depression. The Professor deservedly ranked with the first of German scientific chemists, such as Hunsen and Koch. He was the founder of the State system of instruction in hygiene, giving a wide general basis on which to base the police administration of sanitary measures.

He was born near Newburg, on the Danube, in 1818, and studied medicine and natural science at Munich. He became a member of the faculty in the university of that city and carried out in his laboratory many important investigations. From medicinal chemistry he passed to the particular study of hygiene, and in 1865 was placed at the head of the Hygienic Institute in Munich, then the foremost of its kind in Germany. He was appointed a member of the first Cholera Commission, and his services were frequently employed by the Imperial Office of Health.

#### A Remarkable Success.

The Marvel Co., proprietors of the Marvel Whirling Spray Syringe, wish to advise the trade that the demand for the Marvel Syringe is so much in excess of the present capacity of their factory that they have found it absolutely necessary to discontinue their advertising in daily papers and periodicals for the present. By April 1 they will have increased their facilities to such an extent that they will be able to fill all orders promptly and double the amount of advertising that they have been doing. The Marvel Syringe is certainly the success of the year in the drug line, and is a Marvel in more senses than one. Write to the Marvel Co., Times Building, New York City, for descriptive circular, mentioning the AMERICAN DRUGGIST.

A very clever little pamphlet has just been issued covering the Tufts fountains by the American Soda Fountain Co., successors to James W. Tufts, Boston, Mass., who would be pleased to forward a copy to applicants mentioning the AMERICAN DRUGGIST.

**HINTS TO BUYERS.**

Now is the time to prepare for the soda campaign and in making preparations the druggist should be sure to get a copy of the catalogue of the Otto Zwietsch Co., Milwaukee, Wis.

No druggist's business library is complete without a copy of Fox, Fultz & Co.'s catalogue of druggists' sundries. Their soda counter accessories embrace many valuable novelties. Write them for spring announcement, mentioning the **AMERICAN DRUGGIST**.

The A. H. Andrews Co., of 300 Wabash avenue, Chicago, manufacture a line of chairs and stools for the drug trade which combines the maximum of artistic effect, comfort and utility with the minimum cost. Write them for illustrations, mentioning the **AMERICAN DRUGGIST**.

The attention of the trade is called to the fine line of Po-made Jars made by T. C. Wheaton & Co., both for cork and screw cap. These people are alive to the wants of the pushing druggists, and are making a strong bid for the trade in general. We refer you to their advertisement on page 29.

Wm. R. Warner & Co., of Philadelphia, announce that they have been awarded highest prize in their class for recognized superiority at the Paris Exposition. They have already received some sixteen highest medals from as many world's expositions. Those who are not familiar with Warner's goods should write them for samples of their effervescent salts.

The firm of Henry H. Sheip & Co., of Philadelphia, has obtained an enviable position as manufacturers of all forms of fancy wood boxes used by the drug trade and particularly of white wood syringe boxes. Samples and quotations will be sent upon application. The firm possesses every facility for turning out the highest grade work at the lowest market prices and prompt deliveries can be confidently looked for.

Druggists who handle soda water should write to the Kymo Co., Box 114B, Little Falls, N. Y., for a free sample of kymo, the use of which enables the druggist to prepare at a very small cost an ice cream equal to the best that can be produced from a full cream. Send the makers 15c., mentioning the **AMERICAN DRUGGIST**, and obtain a sample, a trial of which will convince the most skeptical of its value.

We commend the attention of our readers to the advertisement of F. Weber & Co., 1125 Chestnut street, Philadelphia. A line of artists' materials has always been found a valuable adjunct to the pharmacy, both in direct profit and in serving to draw public attention to the store. Druggists who are not familiar with the line can rely upon the house to make them up a suitable assortment at right prices.

The injunction restraining the Searle & Hereth Co. of Chicago, from applying the title pancreo pepsin to preparations made and sold by them, which was obtained by Wm. R. Warner & Co., has been suspended by a supersedeas issued by Judge Kohlsaat, and under this they are allowed to continue the sale of their preparations pending a final decision of the case in the United States Court of Appeals, to which it has been carried by the defendants.

An enormous saving in the cost of tablets may be made by using the tablet machine manufactured by the F. J. Stokes Machine Co., Thirteenth and Hamilton streets, Philadelphia. These machines have been thoroughly tested with all kinds of substances and under all conditions, and can be depended upon to do the work well and speedily. They are extremely durable and so simple in construction that a novice may operate them. By addressing the company full particulars may be obtained.

L. A. Becker Co., of Chicago, manufacturers of the "Twentieth Century" Sanitary Fountain, report their shipment to Fortune-Ward & Co., Druggists, Memphis, Tenn., of a twenty-five-foot "Twentieth Century" Fountain. This outfit is one of the largest and most expensive ever built. The entire equipment is in mahogany, and includes refrigerator base, counter and work-board. The latter contains six five-gallon ice cream and sherbet packers.

The Bishop & Babcock Co., manufacturers of the Eureka Carbonators, offer to the trade a carbonating apparatus which is simple in design, easy to operate, not likely to get out of order and low in cost. It is made in nine different sizes and styles, and is adjusted for operation by any desired form of power. For the convenience of their large and rapidly growing trade they have established offices in Chicago at 180 East Washington street, in St. Paul at 106 East Fifth street and in

# It Will Attract Attention Anywhere

**IT IS INTERESTING ENOUGH TO SELL GOODS.**

Druggists who have had this window display report an excellent increase in their trade on Abbey's Salt. Get in line with the progressive ones.

In actual size this window display, cut out, is five feet long by three feet high. It is an exact reproduction in fourteen colors of the 23d Street and 4th Avenue Station of the New York Rapid Transit Tunnel.



Send us an order through your wholesaler for one gross of small size Abbey's Salt, or its equivalent in the larger sizes, and we will include in the order one of the cut outs.

Abbey's Salt is sold in three sizes, retailing at 25c., 50c. and \$1.00 per bottle. Trade list on application.

**THE ABBEY EFFERVESCENT SALT CO., 9-15 Murray St., New York.**

*Kindly mention AMERICAN DRUGGIST when writing to Advertisers.*

New York at 47 Great Jones street. All who contemplate putting in new carbonators should correspond with them at either of the above named offices or at the home office, Cleveland, Ohio, mentioning the *AMERICAN DRUGGIST*, when full details concerning the method of construction of the apparatus will be furnished.

Since removing to its new factory building at Des Moines, Ia., the Chamberlain Medicine Co. has inaugurated an agreeable departure for the comfort and convenience of its employees. On the third floor two large, airy, well lighted and perfectly ventilated rooms, one for the men and one for the women, have been set aside for dining and restaurant purposes. In each room are twelve tables, each capable of accommodating six persons. Besides that, there is a large gas stove upon which the employees can brew coffee and tea, toast bread and warm over lunches brought from home. Distributed about the room are long tables supplied with magazines, newspapers and current literature. For those who desire literature of a more solid character the company issues cards which gives them access to the public library. Ranged about each of the rooms are more than a half hundred lockers. The firm employs ninety girls and women and seventy men and boys, all of whom receive good wages. The building throughout is scrupulously clean.

### "Hospital Duck."

One "Jim Allen," a well-known hospital surgeon in Marlitzburg, South Africa, at the time of the Basuto war, was dining with a friend at the club in that city. The club was overflowing with honorary members in the shape of returned invalid officers from the front and consequently the dinner table was crowded, while supplies were short. Allen's friend looked longingly at a pair of ducks—the only ones—among the eatables, and sighed. "Duck," he exclaimed, "and I dote on ducks! But what are two among so many?"

"Leave that to me," replied Dr. Jim. He being the "professional carver" of the community, the ducks were placed before him. "Now, then, gentlemen," he said, taking up the carving knife and fork, "who'll take some hospital duck?" "What do you mean by hospital duck, Jim?" came in chorus. "Oh," replied Jim, "our hospital steward breeds all the ducks there are in this vicinity; and by jove, the old poultices don't seem to have disagreed with 'em, either." Jim and his friend ate the ducks.

### A Handsome Insert.

It is our pleasure again this month to call attention to the insert of the Liquid Carbonic Acid Mfg. Co. The insert is handsomely printed on a fine quality of half-tone paper, and presents on the first page the typical Boston girl, who is supposed to be the "Chillest Thing on Earth." The maiden certainly looks the part, notwithstanding the fact that her sweet face belies the headline. To the left is shown a miniature reproduction of a handsome all-onyx "Geraldine" fountain, which the legend says is even colder than a Boston girl. Appearances certainly indicate as much, as the fountain is festooned with a drapery of exceedingly frigid icicles. To the right of our little Puritan maiden is a cake of ice. Certain it is that "Liquid" fountains and "Liquid" requisites are "cutting ice" with the soda water dispenser. The entire conception is beautifully designed, exquisitely executed and mounted entire upon an old-fashioned Boston bean pot, which makes a man's mouth water simply to look at it. The second and third pages are occupied by an heroic engraving of the magnificent 24-syrup all-onyx "Diamond" soda water apparatus, which speaks for itself.

The fourth page tells a long story in a very few words, and impresses the fact that while "a half loaf is better than no bread," the whole loaf is certainly much more to be desired, and may be attained by using the entire "Liquid" equipment, comprising onyx soda water apparatus, fruits, requisites and supplies.

It may be apropos to say just a word about the remarkable growth of "The Liquid" Company, as since the ads for this number were prepared two new branches have been added, and this company now has well established houses at Minneapolis and Kansas City, in addition to Chicago, Pittsburg, St. Louis, Milwaukee, New York, Cincinnati, Baltimore and Newark, and judging by the past one should be ready for almost anything in the way of improvement and expansion, not only in the line of manufactures, but in the facilities for the adequate handling of the'r immense and rapidly growing trade.

"The Liquid" Company are certainly in intimate touch

with the soda water trade of America and deserve the patronage of every wide-awake soda water dispenser.

### The New Century Manual.

Many pharmacists have cheerfully testified to the satisfactory character of the results they obtain from the distribution of the new century manual of Humphreys' homeopathic specifics. E. P. Dehner, of Cleveland, says: "I wrap one in each package, and results are astonishing," and he is but one of many. Write to the Humphreys' Homeopathic Medicine Company, New York City, for a free supply of these, mentioning the *AMERICAN DRUGGIST*.

### The Vapo-Cresolene Co. Goes to Law.

Some four years ago the then president of the Vapo-Cresolene Company, J. B. Valentine, sold out his interests and good will to go into the silk manufacturing business. This apparently proved to be a very poor move, as he is now trying to introduce an article to compete with vapo-cresolene, calling it vaporia, which word is claimed by the Vapo-Cresolene Co. as belonging to them. Action has been commenced in the United States courts against customers of the Vaporia Medical Company, and the trade will do well to be cautious in stocking vaporia until a decision is reached.

### A New Ice Cream Spoon.

Or readers will be interested in the advertisement of the Crandall & Godley Co., 157 Franklin street, New York, and in the accompanying illustration. This spoon, an entirely new device, can be adjusted as required, and is calculated to thus save its cost in a month. The perfect fruit juices offered by this house have obtained great popularity wherever dispensed.



They represent the characteristic odor and flavor of the ripe fruits and are known to be not only of great delicacy but of absolute purity. Druggists who have not tried them in past seasons would do well to make an initial venture in them this year. By writing to the house a complete catalogue of the whole line may be obtained.

### The Winter Issue of the "Chemist and Druggist."

The winter issue of the "Chemist and Druggist," of London, is one of the finest exhibitions of the printer's and lithographer's art that has ever been seen. It is really more a book than a paper, as it contains 250 pages. Postage evidently possesses no terrors for the Londoners. There is much interesting reading matter, both for the trade and layman. It fairly bristles with up-to-date advertising matter gotten up in the most elaborate manner. The covers are highly colored, with an emblematic design representing the spirit of the twentieth century. Flags of all nations also decorate the cover, from our own Old Glory to the Chinese dragon. In the center of the paper is a black rimmed page containing a picture of the late Queen, at the top of which is printed "In Memoriam—Queen Victoria." A short eulogy of the Queen is given, in which occurs an interesting account of the service she rendered to druggists by appointing one to her household. The photographic work is especially fine in this number, and it is really a production to be proud of. Publishers and editors both have cause to compliment themselves on their splendid achievement.

The Colorado State Medical Society offers for the best essay on the dangers from quackery a prize of twenty-five dollars. The competition is open to all, but young physicians are especially requested to compete. Every essay must bear a motto, be typewritten, submitted before May 15, 1901, and be accompanied by an envelope bearing the same motto as the manuscript, with name and address of the author. The society reserves the right to claim the prize essay for publication, and others will be returned on application. All manuscripts should be addressed to the Literature Committee, Room 315, McPhee Building, Denver, Col.

"Gang awa', man," said an old Scottish gentleman, whose son told him that he was about to practice medicine in England, "gang awa' and avenge Flodden!"

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, MARCH 25, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO..

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE, PIERSON.....Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### CLOSE OF THE PRIZE ESSAY CONTEST.

THE \$10 Prize Competition announced in the AMERICAN DRUGGIST for February 11 closes on March 30 next, and intending contestants are reminded of this in order that all who have not yet entered a paper in competition may be afforded knowledge of the fact that they are yet in time to participate. The contest calls for a paper giving the results of practical observations concerning the management of the dispensing counter; the manipulation of difficult prescriptions; the preparation of palatable galenical compounds, or notes on the filing of prescriptions. While a large number of essays have been received in competition for the prize we are prepared to receive as many more, and we trust that all who have hesitated about taking part in this contest on account of the lateness of the day will put that aside and send in their contributions to reach us before the close of the contest on March 30.

### THE PROCTER MEMORIAL.

THE fiftieth anniversary meeting of the American Pharmaceutical Association to be held next year at Philadelphia will be made the occasion for the foundation by the association of a memorial in honor of Professor William Procter, Jr., the father of American pharmacy. As has already been noted in our columns, widely varied suggestions have been put forward as to the best form for this memorial. These suggestions embrace proposals to establish a research laboratory in Washington, to erect a statue, either in Washington or in some other city, to found a scholarship or fellowship for post graduate work or to provide for the award of a medal of honor to pharmacists making discoveries of special value, or accomplishing work of great importance to pharmacy.

The serious objection presenting itself against any attempt to establish a memorial research laboratory lies in the fact that the erection and equipment of a suitable building would require an endowment of between \$100,000 and \$200,000, and a further endowment of an equal amount would be necessary to insure the proper funds for carrying out the work of the laboratory. Any one acquainted with the history of pharmaceutical affairs in this country will readily see the impracticability of undertaking any scheme involving so large an expenditure. It has been suggested, it is true, that the Convention for the Revision of the United States Pharmacopœia would be able and willing to contribute toward the establishment of this laboratory, in which the problems arising in connection with the revision of the Pharmacopœia would furnish subjects for research, and it has also been suggested that the laboratory be erected at Washington and

turned over to the United States Government to be conducted under Government supervision and at the Government's expense. The funds at the disposal of the Convention for the Revision of the United States Pharmacopœia are wholly inadequate for any such undertaking. While the sum turned over to the convention by the committee of 1890 is considerable, a very large part of this will have been expended before any returns are received from the sale of the Pharmacopœia of 1900. In view of the sudden and complete changes of policy which so frequently occur in our governmental departments through political upheavals it would be unsafe to look forward to any satisfactory administration of the research laboratory by a Government bureau even were it possible to pledge the present incumbents of office to undertake the care and support of the proposed laboratory. For these reasons, then, it would appear that the proposed foundation of a research laboratory is impracticable, however desirable it may seem.

Had we a London or a Paris as the undisputed center of national life, or were the interest in Professor Procter's life-work restricted to any particular city or section the project of a statue might possibly commend itself. As it is, however, such a monument would soon be lost sight of by the vast majority of those for whose instruction it was erected, and the object of the memorial thus defeated. There still remain, however, two suggestions worthy of careful consideration, and both have so much to commend them that we think it would be well to adopt both forms of memorials to the great pharmacist. These are the bestowal of a medal of honor for distinguished services to pharmacy and the foundation of a fellowship for advanced study in pharmacy.

The expense involved in the bestowal of a medal such as the Hanbury, the Flückiger or the Davy medal would be so small that the American Pharmaceutical Association could with safety assume it. Such a medal should not be bestowed oftener than once in three years, or preferably once in five years, so that it could not become so common as to lose distinction.

In arriving at a final conclusion in this matter, it is well to consider not only the specific object aimed at,—the commemoration of the services of Professor Procter to pharmacy—but the incidental good to the cause of pharmacy accomplished. Professor Procter strove most earnestly for the upbuilding of pharmacy through the dissemination among its followers of a better knowledge of its principles and correct practice. Both as an editor and as a professor he labored without ceasing in the cause of education. In our efforts to perpetuate his memory we should follow as nearly as possible the lines along which his own life work was laid out. For empty honors he had small consideration, for knowledge gained, for work accomplished, for good done, he had ever ready and hearty appreciation. Would it not, therefore, be most fitting to carry out in his name that educational work to which his best efforts were devoted in life?

Could his wishes have been consulted as to what he would consider the most fitting memorial he would un-

doubtedly have preferred the endowment of a fellowship which, while it conferred honor upon its recipient, also imposed upon him a life-long obligation to strive for the advancement of pharmaceutical education. What we most need is not schools but scholars, not buildings but builders, and the endowment of a fellowship of, say, five hundred dollars annually, would materially aid in filling this need, and in conjunction with the medal would be the most desirable and practicable method of perpetuating the memory of Professor Procter.

### THE MISTAKES OF NOVELISTS.

WE are all familiar with the mistakes of novelists and dramatists in regard to matters connected with toxicology. Some of these mistakes are classical, as for instance the detection of a murder by the "dark blue stain of chloroform" left on the victim's shirt-front; the story of the clever policeman who "detected the odor of morphine" on a prisoner; the villain of a play administering a "cup of poison, ha! ha!" to an unsuspecting victim, who drops dead with the cup in his hand as soon as the supposed poison touches his lips, etc., etc. Then there are the stories of characters in a novel or a play who die within a few minutes from the effects of taking an overdose of chloral or morphine or opium, drugs that take time as well as quantity to kill. It will not be long, we suppose, before the novel writers and dramatists will catch up with the newer developments in medicine and then we shall be treated to poison scenes in which drugs will be administered for the purpose of producing certain specific effects, and the agents used will be the rarer alkaloidal poisons or the toxins of disease. As it is at present our playwrights display a disappointing lack of originality in these matters.

### DUMAS' DISCOVERY OF THE LAW OF SUBSTITUTION.

IN the course of an interesting article entitled "Curiosity and Science," our contemporary the *Scientific American* relates the following incident bearing upon the debt we owe to men of an inquisitive turn of mind:

Chemists speak familiarly and learnedly now of the law of substitution, by which they are enabled to explain so many of the eccentricities of carbon compounds. The discoverer of that law was a curious Frenchman named Dumas, who was once invited to a court ball given at the Tuileries. A strong and penetrating odor pervaded the royal ballroom. The guests coughed and sneezed. Dumas also coughed and sneezed, and wondered why. He tells us that he finally recognized the odor as that of hydrochloric acid, and found that the wax tapers by which the ballroom was illuminated had been bleached with chlorine. Experiments which this discovery subsequently induced him to make proved to him that for the hydrogen in organic compounds other elements could be substituted, atom for atom, and that every organic compound was, therefore, a step to every other organic compound. No generalization has contributed more to the progress of organic chemistry than this law of substitution.



## PHOTOGRAPHIC SUPPLIES AS A SIDE LINE.

BY H. C. STIEFEL, PH. D., PITTSBURG, PA.

(Concluded from page 138.)

## PROCESS FOR UNDEREXPOSED PLATES.

If the image does not make its appearance soon after the plate has come into contact with the developing solution, it may be taken as an indication that the plate was underexposed, and in this case a few drops of the accelerator are to be added.

The following is a formula for

*Ortol Developer.*

No. 1.	Potassium metabisulphite.....	grains 35
	Water .....	ozs. 10
	Ortol .....	grains 70
No. 2.	Sodium carbonate, crystals.....	drachms 2
	Water .....	ozs. 10
	Sodium sulphite.....	drachms 2½
	Potassium bromide solution.....	drops 2 to 6
	Sodium hyposulphite solution 1 in 20.....	drops 2

For use take equal parts of each solution. This developer does not stain the fingers as pyro metol developer does.

## THE AMATEUR'S PREFERENCE.

The majority of amateurs make instantaneous exposures and require a developer suited for this work. The following will be found useful for this class of trade:

No. 1.	Metol .....	oz. ¼
	Water .....	ozs. 16
	Dissolve and add	
	Sodium sulphite.....	ozs. 2½
No. 2.	Potassium bromide.....	grains 10
	Potassium carbonate.....	ozs. 1¼
	Water .....	ozs. 16

For normal exposures mix 1 ounce of No. 1 with ½ ounce of No. 2, and add 1½ ounces of water. For overexposures the amount of alkali solution should be decreased, and a slightly larger amount of No. 1 added together with a few drops of potassium bromide solution. For underexposures take ¼ ounce of No. 1, ½ ounce of No. 2 and 1¼ ounces of water.

## A RELIABLE ONE SOLUTION DEVELOPER

can be made as follows:

Metol .....	oz. ¼
Water .....	ozs. 16
dissolve and add:	
Sodium sulphite.....	ozs. 2½
Sodium carbonate.....	ozs. 1¼
Potassium bromide.....	grains 20

For normal exposures take of this stock solution 1 ounce and dilute with an equal quantity of water. For underexposures take of the developer 1½ ounces and dilute with 2½ ounces of water, adding 10 grains of potassium bromide to the mixture.

## SINGLE SOLUTION EIKONOGEN DEVELOPER.

A satisfactory solution of this kind can be made as follows:

Sodium sulphite.....	ozs. 8
Potassium carbonate.....	ozs. 1¼
Eikonogen solution.....	oz. ¼
Boiling water.....	ozs. 25

Cool rapidly and then bottle in 4 or 6 ounce bottles, corking tightly.

For normal exposures use as made; for overexposures use developer that has been used once before, adding a lit-

tle fresh developer after the image appears.

After development the plate is washed in running water to remove all traces of the developer, and is then placed in a 25 per cent. solution of sodium hyposulphite; this dissolves all silver salts not affected by the action of the light or the developer.

After the negative has remained in the hypo bath until the image is "fixed," which is indicated by the uniform transparency which the plate acquires, the last traces of hypo are removed by washing the plate for an hour or two in running water, or for four or five hours in water that is renewed every half hour or so. The plate is then dried at the temperature of the room.

The leading makers of dry plates are John Carbutt, Philadelphia; Cramer Dry Plate Co., St. Louis, Mo.; Hammer Dry Plate Co., St. Louis, Mo.; Seed Dry Plate Co., St. Louis, Mo.; New York Dry Plate Co., Guttenburg, N. J.; Lovell Dry Plate Co., New Rochelle, N. Y.

## PRINTING AND TONING.

We now approach the next step in the process—making a print upon paper. To this end we use a ready sensitized paper, of which various makes are procurable. The dry negative is placed in a printing frame, film side in, and on top of this is placed a sheet of the sensitized paper, film side touching film side; the frame is then closed and placed out in the sunlight. As soon as the picture is printed deep enough it is "toned"—that is, the silver in the image is covered with a thin precipitate of metallic gold. The toning bath can be a separate toning and fixing bath or both solutions may be combined in one. The pharmacist will find it profitable to put up a combined toning and fixing bath for his trade. A good formula is the following:

*Combined Toning and Fixing Bath.*

Sodium hyposulphite.....	ozs. 82
Water .....	gal. 1
Lead acetate.....	oz. ¼
Alum, powdered.....	oz. 1
Sodium chloride.....	oz. ½
Sodium sulphite.....	grains 24
Gold chloride.....	grains 8

Dissolve, allow to settle, and decant into 16-ounce bottles. The directions accompanying this solution should read:

To Use.—Wash prints in two changes of clear, cold water; place in tray containing mixture of old and unused bath, one-fourth old, three-fourths new. Tone about 8 minutes, and then wash in five or six changes of water for one hour or longer.

Printing out papers require from a quarter of an hour to several hours' exposure to the sun to print properly; on very cloudy days no printing can be done at all. With the introduction of papers of the Velox class, the amateur photographer is no longer dependent upon the sun alone to produce a picture upon paper. Developing papers of the Velox type are similar to a dry plate. For development they are exposed under a negative to the action of gas or electric light for a few seconds, and the paper is then washed with a developing solution, being treated like a negative.

## DEVELOPER FOR VELOX PAPER.

As an article of stock the druggist will find it profitable to put up the following developer for papers of the Velox type:

Metol .....	grains 7
Water .....	ozs. 10
Sodium sulphite.....	oz. ½
Hydrochinon .....	grains 30
Sodium carbonate, dried.....	grains 200
Potassium bromide solution (10 per cent.)....	drops 10

This developer may be used according to the instructions accompanying any one of the various brands of papers of the Velox type.

#### STOCKING PHOTOGRAPH SUPPLIES.

Pharmacists who propose to cater to the amateur trade will find it advisable to begin with an outfit arranged somewhat as follows:

**CAMERAS.**—The choice of these must be determined by individual circumstances. In some cases it may be found advisable to make a start with three cameras, in others a dozen different makes may be deemed necessary to make a showing.

**DRY PLATES.**—At least two makes should be kept in stock; some amateurs want the cheapest plate they can get, quality being but a secondary consideration. Three dozen at least of the leading sizes should be kept in stock. With amateurs the favorite size is 4 x 5, and few calls may be anticipated for the 5 x 7 size or larger plates. The same holds good as regards films.

**DEVELOPING TRAYS.**—At least half a dozen different sizes should be displayed. The largest size should accommodate two 5 x 7 plates placed side by side.

**MISCELLANEOUS SUPPLIES.**—Among the miscellaneous articles should be enumerated glass graduated measures; two or three dark room lamps; half a dozen different side plate holders, up to and including 5 x 7; half a dozen printing frames, three each 4 x 5 and 5 x 7, respectively; printing out paper, quarter dozen packages (one dozen sheets to package) of the different sizes up to 5 x 7, and similar quantities of papers of the Velox type; cardboard mounts, one dozen each, for all sizes up to and including 5 x 7.

**CHEMICALS.**—From what has gone before the pharmacist should be able to decide as to the kind of chemicals likely to be in demand. The principal substances used are sodium sulphite, sodium carbonate, sodium hyposulphite and gold chloride. The pharmacist should not attempt to make much profit on the sale of sodium hyposulphite, the price of which is generally known to amateur photographers.

As to photographic literature I would recommend the pharmacist who aims to keep well informed on the subject of practical photographic work to procure the following named copies of *The Photo Miniature*, published at 289 Fourth avenue, New York City: No. 3, Hand Camera Work; No. 4, Photography Outdoors; No. 7, Platino Type Processes; No. 8, Photography at Home; No. 10, Blue Prints; No. 11, Developers and Development; No. 14, Street Photography. Each number is complete in itself and costs 25 cents.

#### PHOTOGRAPHIC SUPPLIES AN ADVERTISEMENT FOR THE STORE.

The sale of photographic supplies as a side line may be made an excellent medium of attracting trade and advertising a pharmacy. Prizes should be offered for the best "snap shots" of views in the vicinity of the store. Soap, perfume or soda-water will bait the younger among the amateurs, while the older ones can be tempted by the contents of the cigar case or the toilet case. A few of the finished prize prints distributed judiciously among the patrons of the store will make effective advertising.

#### AS TO DISPLAYING CAMERAS.

Do not attempt to make a special display of cameras, as people do not drop in and buy a camera for \$10 or \$12 on impulse. Show specimens of the work done by the cameras you have on sale. Give Brown's boy specimens

of "snap shots" made by Smith's olive-branch, which may impel young Brown to go in for photography himself. If a window display of cameras is to be made do not overcrowd it with boxes of dry plates, plate holders, trays, chemicals, graduates, printing frames, etc. If you do so many a prospective purchaser will be deterred, and ask himself if it is really worth while to buy and handle nineteen or twenty different pieces of apparatus, and go through four or five chemical manipulations before being able to turn out a finished picture. Show a few cameras in the window, one or two hard rubber trays, a dozen bottles of your own combined toning and fixing bath together with packages of your favorite developer, and then over and between all scatter prints of local points of interest, places well known to the passers-by. The children will stop and look in with their elders, and from stopping and looking in it is but a step to looking and stepping in.

#### THE DETECTION OF METHYL ALCOHOL IN PHARMACEUTICAL PREPARATIONS.<sup>1</sup>

BY PROF. FERDINAND A. SIEKER.

SOME weeks ago a sample of liniment of soft soap was handed to the writer for examination. It was evident from the price at which it was sold that it was not prepared from ethyl alcohol.

It has been stated that the consumption of wood alcohol has increased enormously within the past two or three years. It was generally supposed that it was used for preparing liniments, but according to a recent report by Dr. H. Harlin,<sup>2</sup> and by H. P. Hynson, and H. A. Brown Dunning, it has been found in household remedies, such as the essence of Jamaica ginger and essence of peppermint.

It appears that in certain local option towns in Maryland and West Virginia these remedies were taken in considerable quantities by victims of alcoholism, with the result that they were stricken blind.

A simple method for the detection of wood alcohol in pharmaceutical preparations is therefore of some interest.

The following properties of methyl alcohol are well known, and while tests based on them can be readily applied to the pure substance, they do not apply so well when the alcohol is contaminated with other substances:

Methyl alcohol is more readily oxidized by potassium permanganate than is ethyl alcohol.

When methyl alcohol is oxidized with potassium dichromate and sulphuric acid, formic acid results, while ethyl alcohol yields acetic acid on oxidation.

Formic acid can be recognized by its reducing properties. While methyl alcohol boils at 66 degrees C., ethyl alcohol boils at 76 degrees C.

Pure methyl alcohol, when treated with iodine and sodium carbonate, will not yield iodoform, but when it is contaminated with acetone it will yield iodoform. Ethyl alcohol also yields iodoform.

The following tests have been proposed more recently:

A. Lam<sup>3</sup> determines methyl alcohol in ethyl alcohol by first converting the mixture into methyl and ethyl iodides and then determining the density of the mixture. The percentage of methyl alcohol is determined by referring to a table.

<sup>1</sup> Read at the February, 1901, meeting of the Alumni Association of the New Jersey College of Pharmacy and contributed for publication in the *American Druggist*.

<sup>2</sup> *Pharmaceutical Review*, 1901. Vol. 19. Pp. 51 to 58.

<sup>3</sup> *J. Soc. Chem. Ind.*, 1898, p. 385, from *Zeitschr. für Angew. Chemie*, 1898, 125-130.

A. Trillat<sup>4</sup> gives a rather complicated method which consists in oxidizing an alcoholic distillate with potassium dichromate and sulphuric acid, then treating with dimethylaniline, and oxidizing with a mixture of lead dioxide and acetic acid. When methyl alcohol is present a blue color results which is not destroyed on boiling. Quantitative determinations are made by comparing the color with a standard of known strength.

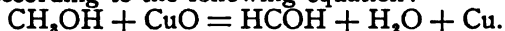
S. P. Mullikan and H. Scudder<sup>5</sup> criticise a number of methyl alcohol reactions as not simple. Tests that have been devised for methyl alcohol are acetone and not methyl alcohol reactions. They refer to Rich and Barty's method (*Compt. Rend.*, 80, p. 1076) of converting methyl alcohol successively into methyl iodide, dimethylaniline and methyl violet, which method while very exact is tedious. They state that J. F. Miller's method (*Allen's Organic Analysis*, third edition, I, p. 81) depending on the oxidation of methyl alcohol to formic acid by potassium dichromate and sulphuric acid is not conclusive because acetone and allyl alcohol also yield formic acid on oxidation. They have discovered a simple method which can be directly applied to an aqueous distillate of low boiling point. A spiral of thin copper wire about 2 Cm. in length is superficially oxidized in a gas burner, and while still red hot is plunged into 3 Cc. of alcohol solution contained in a test tube. Concentrated spirits are diluted with three or four volumes of water before oxidizing. One drop of a 0.5 per cent. solution of resorcinol is added, and the mixture poured on a layer of concentrated sulphuric acid contained in an inclined test tube. The formation of a pure rose red zone will indicate the presence of methyl alcohol.

The writer found this method satisfactory when working with commercial wood alcohol, but the distillate from the "liniment of soft soap" gave a yellowish brown color when treated according to this method. This was evidently due to traces of oil of lavender present in the liniment which could only be separated by repeated fractionation, which is a rather tedious process.

It is well known that when methyl alcohol is carefully oxidized formic aldehyde will result, and this has an exceedingly pungent odor. Ethyl alcohol on oxidation yields acetaldehyde, which does not possess this odor.

Formic aldehyde was first prepared<sup>6</sup> by passing methyl alcohol vapor over heated platinum.

Some years ago the writer found copper in a number of samples of commercial formic aldehyde, and concluded that cupric oxide was used in preparing them. The oxidation of methyl alcohol vapor with a hot copper spiral was tried with satisfactory results. The oxidation takes place according to the following equation:



The formic aldehyde is detected by its pungent odor. It is ordinarily not necessary to prepare a distillate from the suspected preparation. The method evidently cannot be applied to preparations containing only small quantities—less than 1 or 2 per cent. of methyl alcohol. Preparations made with strong alcohol should be diluted with an equal volume of water. The details of the method are as follows:

Pour 4 to 8 Cc. of the suspected preparation into a long test tube and heat carefully so as to volatilize a part of the alcohol present. Immediately insert into the test tube, and over (not into) the liquid, a copper spiral that has been previously heated to dull redness. Withdraw the spiral so as to permit its reoxidation, again insert it

into the tube and repeat this a number of times. As the oxidation of the alcohol vapor progresses the color of the spiral is changed from black ( $\text{CuO}$ ) to red ( $\text{Cu}$ ).

The odor of methyl alcohol will be perceived if methyl alcohol is present in sufficient quantity.

The copper spiral that was used in this work was made from copper wire 1.6 millimeters (1/16 inch) in thickness.

According to this method the presence of methyl alcohol can be established in a few minutes. Some of the tests described above (all of which are more complicated) can be used to verify results in important cases.

The method was applied to the following preparations or dilutions with satisfactory results:

To a mixture consisting of 2 parts of methyl alcohol and 98 parts of water; to a suspected sample of liniment of soft soap that contained about 30 per cent. of methyl alcohol, and to a mixture consisting of 10 minims of fluid extract of ginger, 20 minims of methyl alcohol, 20 minims of ethyl alcohol and 50 minims of water.

To detect methyl alcohol in a tincture of iodine, it will evidently be necessary to remove the free iodine with a slight excess of sodium thiosulphate before applying the test.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

## FITTING UP A NEW STORE.

(Continued.)

IN dividing up a room into store, prescription department, laboratory and office, the store ought not to occupy more than half—or at the most two-thirds—of the storeroom. The rear half of the floor space should be devoted to the prescription department, the laboratory and the business office. These departments should be kept together on the main floor, if possible. If the work to be done outgrows the space here let the laboratory overflow into the basement or upstairs, as the case may be. It is not good for a business to have the proprietor's or manager's business office upstairs or downstairs, or in any other place where the proprietor or manager cannot have a full view of and constant supervision over the store and prescription room.

### THE MODERN PRESCRIPTION DEPARTMENT.

The old fashioned prescription case is no longer used in modernly fitted stores. The best practice is to fit up the prescription department in the style of a chemical laboratory with prescription and working counters similar to those used in the laboratories of the colleges of pharmacy. The high class stores that have been fitted up in the larger cities during the past few years are noticeable for the absence of anything that would cut off the view of the prescription and general laboratory from the front store.

A store thus fitted gains distinctly in professional appearance over the store fitted with the old fashioned high prescription case or partition. As the prescription and laboratory work of the modern pharmacy is conducted to-

<sup>4</sup> *J. Soc. Chem. Ind.* 1898, p. 879, from *Compt. Rend.* 1896, pp. 127, 233 to 234. Also 1899, p. 711, etc.

<sup>5</sup> *J. Soc. Chem. Ind.* 1898, p. 402, from *American Chemical Journal*, 21, p. 306.

<sup>6</sup> Roscoe and Schorlemmer's Chemistry. Vol. III. Part 1.

day there is no need to hide the operations from public view. In fact, the high case is simply a survival from mediæval pharmacy, handed down to us along with the B sign and the colored show bottles.

A railing or lattice or grill work of wood or metal may be used to divide the store and prescription department and laboratory. This should be about three or four feet high. It cuts off the rear of the storeroom from free access to the public, and at the same time permits a general view, from a distance, of the work being carried on.

Prescription Department is a rather awkward term, a better one would be Prescription Laboratory or simply Laboratory, for the prescription and general laboratory should be all one, with separate counters or tables for prescription and galenical work respectively.

#### A GOOD ARRANGEMENT OF THE LABORATORY

is to have just inside the grill or railing a table for such galenical work as filtration and percolation. This counter may be set crosswise of the room, and it is well to do here all the most sightly and, to the public, most interesting part of the work. Back of this and running lengthwise of the room should come the prescription desk or desks. The dispensers at work at the prescription desks are thus far enough separated from the store to prevent customers from conversing with them, and a sign on the railing to that effect will prevent them attempting to do so. The best form of prescription desk is one similar in construction to the desks used in the laboratories of most colleges of pharmacy. They may be "double"—i. e., twice the width of an ordinary counter, and down the center of the top of it a series of shelves rising a foot or eighteen inches above the surface of the counter. The shelves divide the top into two parts lengthwise, and two dispensers may work at it without interfering with each other, one on each side. The lower part of the counter is fitted with the usual drawers and closets for the storage of utensils and containers.

Around the sides of the room should be other counters set against the walls with shelving over them. If it can be afforded it is well to have this shelving the same as, and a continuation of, the front store fixtures. It makes an especially fine store to have the same design of fixtures run along the side walls and across the back of the whole room, no matter how large the room may be. Then with the front show room and the laboratory all within these walls, and with nothing to interfere with a view of the latter, you have a model pharmacy.

That a clear and uninterrupted view of the whole room may be had from any part of it, the room should contain no furniture, aside from the wall cases, that rises to a greater height than four feet from the floor. Even upright or two-story counter showcases should be tabooed, for nothing should rise higher than the level of the eyes.

When the amount of capital to be invested is small it is well to have a care that too large a portion of it be not spent on the front store fixtures to the detriment of the laboratory fittings and utensils. Better a poorly furnished store than a poorly furnished and equipped laboratory, if one hopes to build up a good prescription business. Physicians are apt to judge the pharmaceutical knowledge and scientific ability of a pharmacist by the way in which his laboratory is fitted up and kept.

#### HEATING ARRANGEMENTS.

For heating the premises one may have a choice between a hot water system, steam, hot air furnace or stoves. The first named is the best, but, like most "best" things, is the most expensive, as it requires more radiating sur-

face—larger pipes and radiators—than steam. The cost of a hot water system is about twenty-five per cent. greater than that of a steam heating plant. It has these advantages over steam, it is a more equable and softer heat, as it gives off a large amount of warm air, whereas steam gives off a smaller amount of much hotter air; it is always noiseless and is a great deal less troublesome to run. Hot air furnaces, though their first cost is much less, are really the most expensive of all heating apparatus. They consume coal by the ton, and fail to render a satisfactory equivalent in heat. It is almost impossible to heat a store-room satisfactorily with one in very cold weather, when the heat is most needed, from the fact that it is impossible to drive the heated air against the wind. The windward side of the store is always cold. With hot water or steam the heat can be better distributed by placing the radiators where the heat is most needed.

#### ARRANGEMENT OF THE CELLAR.

If the store has a cellar or basement it should have a good tight board floor, and the sides and top ceiled over with wood or plaster or sheet metal, for unless this is done it will be found an impossible task to keep the place clean. The ordinary cellar as found in most country stores and in some city stores as well, with its dirt or cement floor, brick or stone side walls and raftered ceiling is the source of an immense amount of dirt to the whole establishment both upstairs and downstairs.

If the cellar is light and dry it may be used for the coarser and heavier manufacturing work as well as for storage of stock.

A good plan is to have a barrel rack built along one side to hold the tapped barrels of witch hazel, alcohol, wood spirit, etc., as well as wines and liquors, if they are kept. Such a rack should be built of heavy joist, and should be about two feet from the floor. This will leave room underneath to store boxes of empty bottles. If the ceiling is high enough swing shelves may be built above the barrels for the storage of general stock. A working counter may be built along the opposite side of the cellar with bins for heavy stock under it or barrels of heavy goods, copperas, Glauber salts, sulphur, naphthalin, and the like stored there. Over the work bench may be built shelves or racks for the storage of mineral waters, etc.

If champagnes or other fine bottled wines are kept, the darkest corner of the cellar should be partitioned off to form a wine room, which should be kept locked and the keys in the possession of the person in charge of the store, so that when any of these goods are needed the keys must be gotten from him.

#### THE STORE'S EXTERIOR APPEARANCE.

One thing that druggists, and retail merchants as well, often fail to consider is the outward appearance of their establishment, its aspect to the man in the street, the impression it makes on the passer-by. As nearly every passer-by is a possible customer, it is important that the exterior of the store should be right and create a good impression. What I have said about light covers a good deal of the ground. A store of which the interior can be seen from the street will attract attention always. If the windows are large and kept very clean and freshly dressed with attractive goods this will be an additional attraction.

If, as some one has said, "The windows of a store are its eyes and therefore should be kept very clean and bright," what by a similar metaphor might be called the skin of the store, the stone, or brick, or wood surface of the building should be kept very clean and bright as well, by applying a fresh coat of paint once a year. The wood

casing of windows and doors should be painted or varnished as often.

Plenty of signs should be used on the front of the building. They should be bright and assertive without being gaudy or too obtrusive. They should, however, tell the wayfarer a block or more away without the possibility of doubt or error that "this is a drug store," and that you are the particular individual who "keeps" it.

#### AN OFFENSE IN WINDOW DECORATION.

Signs may be placed under the windows or over the windows or side of them, but under no circumstances should lettering be placed on the glass of windows or doors. Lettering or signs on the glass catch and arrest the glance of the passer-by with the usual result that the glance goes no further, and the interior of the store and the contents of the windows are not seen. The very worst offense in this line is to use the tombstone-like white enamel letters on the windows. They are simply hideous—the extreme of bad taste—so when the patent medicine man comes along and offers—as a great favor, of course—to mar your windows with one of these monstrosities—free of charge—just turn him down.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

*This series of papers is designed to furnish the information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

(Twelfth Paper.)

#### CORRECT CENTERING OF LENSES.

WHILE lenses may be purposely decentered in certain cases with advantage, such lenses will, on the other hand, do more harm than good when not indicated. In the cheaper grade of glasses where no attention is paid to correct centering and where the optical center is likely to be at any but the right place, the prismatic power of the lens is brought into action without any regard as to what muscles may be affected, as to which are assisted and which are placed upon a strain.

Therefore, unless there is some special reason for decentering a lens, and unless it is decentered in the proper direction to afford assistance to an overburdened muscle, the optical center should be placed directly in front of the pupil where the line of sight will pass through it. In distance glasses this will be just at the center, in other words, the optical and geometrical centers will coincide; while in glasses intended only for reading, the former may be a little to the inner side of the latter.

It is important not only that the optical center should not be displaced inward or outward, but that it should also be at the proper height, and that the optical centers of the two lenses composing a pair of spectacles should both be on the same level. If one is higher or lower than the other, the prismatic action will affect the superior and inferior recti muscles, causing one eye to look up or down more than the other. A vertical displacement of this kind is apt to cause more annoyance and discomfort than a horizontal one, and would destroy all the benefit that might otherwise be derived from a carefully adjusted pair of lenses.

#### HOW TO LOCATE THE OPTICAL CENTER OF A LENS.

The optical center of a lens may be located by looking through the lens at a straight black line on a card, the line

being long enough to be seen through the entire lens, as well as above and below it. If the line is divided through any portion of the lens except its optical center, that part of the line seen through the lens will be displaced, and will not be continuous with the parts of the line seen above and below it.

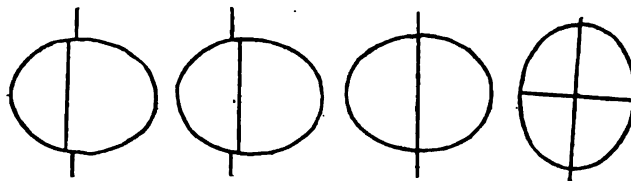


Fig. 1.

Fig. 2.

The diagrams illustrate this interruption of the line—Fig. 1 showing it as occurring in a convex lens, and Fig. 2 as in a concave lens. In the first case the displacement is toward the periphery of the lens, and in the second case toward the center, but in both cases and always toward the thinnest part of the lens. In the consideration of these phenomena two facts should be recalled:

1. That a convex lens is made up of an indefinite number of prisms with their bases joined at the center, and a concave lens of prisms with their apices joined at the center, as described and illustrated in the Sixth Paper.

2. That objects viewed through a prism are displaced in the direction of its apex, as described and illustrated in the Fifth Paper.

In this way the explanation becomes clear why the displacement in a convex lens is toward the periphery, which is the thinnest part and corresponds to the apex of the prism. And in concave lenses toward the center, which is the thinnest part and likewise corresponds to the apex of the prism.

When the line is viewed through the optical center of the lens, it will appear as one continuous line above the lens, through it and below it. The reason is that just at this point there is no curvature, and hence the ray of light passes straight through in an unchanged direction, as illustrated in the Sixth Paper.

The rule then is to move the lens until the line appears continuous, when a mark can be drawn with ink across the face of the lens, exactly over the line. This determines the location of the optical center as regards the horizontal meridian of the lens, which is then turned at right angles and moved as before until the line is again continuous through the lens and beyond it. A mark across the lens is again made with ink which will indicate the optical center as far as the vertical meridian is concerned. These two lines each pass through the optical center of the lens, and their point of intersection will therefore mark its exact location.

Not only should glasses be properly centered with the optical centers corresponding to the interpupillary distance, but the plane in which the lenses are set should be perpendicular to the direction of the visual axes. This should be vertical in the case of lenses to be worn for distant vision, and tilted slightly forward in spectacles that are to be used for close vision.

**Sidonal in Uric Acid Diathesis.**—Blumenthal (*Therapie d. Gegenwart*, 3, 4, 1900) investigated the action of sidonal (a compound of quinic acid and piperazin) in uric acid diathesis. The writer gave 0.5 Gm. of this remedy about ten times daily, or he gave it in solution (10.0 in 150.0 a tablespoonful every two hours). Sidonal has a slightly acid taste and no untoward effects were observed following its use. The remedy may therefore be considered as a preventive against uric acid deposits.



## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Western Druggist, February.**

*Therapo-Pharmacy of Preparations for External Use. III.—Oleates, Plasters and Cerates.* By C. S. N. Hallbert, Ph.G.—The author defines oleates as solutions of oleates in excess of oleic acid, and attributes their introduction to Dr. John Marshall. Pharmaceutically these preparations have proven unsatisfactory, with the exception of the oleates of the alkaloids. Fischer's modification promised some improvement, but samples kept sealed for a year showed changes similar to those taking place in the official preparations. The precipitated oleates, if properly prepared from the solution of sodium oleate of the National Formulary, are of definite composition and strength and stable. The author particularly commends the new B. P. formula, which follows:

Mercuric chloride.....	Gm. 10
Hot distilled water.....	Cc. 100

Dissolve and filter into a strained solution of

Soap granulated and dried.....	Gm. 20
Triturated with oleic acid.....	Cc. 1.25
Hot distilled water.....	Cc. 110

Mix the solutions, boil for ten minutes, and set the mixture aside to precipitate. Decant the liquid, wash the precipitate with hot distilled water until free from chlorides, and free it from water by evaporation on the water bath. Keep the oleate protected from the air and light.

The author states that the results of physiological studies prove conclusively that oleates do not produce constitutional effects. Professor Hallberg gives expression to his very pronounced views regarding the inefficacy of rubber plasters, and the advantages of Unna's plaster-mulls, consisting of a mixture of ointment and suet spread upon gauze. He prefers lanoline to suet, however, in these combinations. In reviewing the subject of cerates the author commends particularly the preparation in the British Pharmacopœia, known as

*Unguentum Glycerini Plumbi Subacetatis.*

Glycerin of lead subacetate.....	Gm. 20
White paraffin ointment.....	Gm. 80

*Druggist and Optician.*—Samuel Strauss puts forward the sale of optical goods as a very profitable line for retail druggists. To handle the optical goods, however, some special knowledge is required, which he gained from text-books by careful study. He then purchased a trial case and experimented on his friends and patrons until he had become practically familiar with the application of his knowledge. He then added the word optician to his sign of druggist. He makes it a rule where the tests show impaired health as well as vision to send the patient to his physician; he never prescribes for children at or under the age of puberty, nor for persons when he is not thoroughly satisfied with the accuracy of the tests, sending such patients to a professional oculist. During the past three years he has averaged two patients per week, on which there was an average profit of \$3.50 each, and this from a stock of less than \$100, including a \$65 trial case. Wherever especially ground lenses are needed the prescriptions are sent to a wholesaler, who grinds the lenses. He does not keep the cheap 25 and 50 cent spectacles. He advises the use of the following text-books: Hartridge's "On Refraction," Jackson's "Skiascopy," Thorington's "Refraction and Retinoscopy." He advises the use of the store for making the trials, unless it is

a very busy place, as it is a good advertisement for the customers to see the tests going on. He advises against the purchase of expensive optometers and ophthalmometers, as the observations made with these instruments must in each instance be verified by the trial case. He says: "Never use mediatrics, except by the advice of a physician. If possible, take a course in skiascopy, and have a dark room, and when in doubt send the patient to an oculist."

*Does It Pay to Put Up Your Own Preparations?*—The author who writes under the nom de plume of "Nic Ogan" strongly urges the reader to put up his own preparations, and to put them up in first-class style throughout. He says that there is plenty of opportunity for the druggist to sell his own preparations without endeavoring to force them on customers who ask for something else.

*Practical Talk on Side Lines.*—B. F. Buchanan finds wall paper the cleanest and most profitable of side lines. He carries a small stock and three or four sample books, and as a rule is able to clear from 30 to 40 per cent. In stationery he advises handling goods of good quality only. In trusses the druggist need not carry a large stock as a few reversible right to left elastic trusses of the longer lengths, which may be cut down for the smaller sized customers, is all that is required. He advises the use of water pads instead of hard pads. Paints and oils he considers as a poor line to handle, as they are sold on such close margin, though a fair profit can be made on a good quality of ready mixed paints. He concludes by setting forth the temperal as well as spiritual advantages of church membership. He does not believe that the holding of a political office goes well with the business of a retail drug store.

*Business Methods.* By W. O. Gross.—This is a reprint of a paper read before the Indiana Pharmaceutical Association, a portion of which was printed in the AMERICAN DRUGGIST for June 25, 1900. The author says that if the majority of druggists were compelled to live upon the income derived from prescriptions they would soon become bankrupt. He sets forth strongly the advantages of organization, and insists very strenuously upon the advantages accruing from the taking of an annual inventory.

*Some Personal Observations on Domestic Manufacturing.* By R. I. Eads.—This paper was also read before the Indiana Association, and a brief extract was printed in the AMERICAN DRUGGIST for June 25, 1900. Among the chemicals which the author advises the pharmacist to prepare for himself, as occasion requires, is true benzoic acid, dilute hydrocyanic acid, granular boric acid, dried alum, the scale salts of bismuth, citrated caffeine (by mixing 1 ounce of caffeine and 1 ounce of citric acid), effervescent salts, scale salts of iron and natural salicylic acid. For making the latter he advises Lloyd's method, as follows: Dissolve two pounds of potassium hydrate in two pints of distilled water, and while the solution is still hot stir into it two pounds of oil of sweet birch (ordinary oil of wintergreen), then pour the oily solution slowly and in a fine stream into five gallons of distilled water, to which 5 5-16 pounds of pure hydrochloric acid has been added, stirring briskly all the time and continue the stirring for at least ten minutes; strain through a muslin cover and express as much of the water as possible; dissolve the residue in four fluid ounces of alcohol.

reprecipitate into two gallons of distilled water, express and again precipitate as before. Dry the acid in a dust proof closet. He advises, instead of the usual few pieces of wire in the bottom of the bottle, the insertion of a piece of bright wire reaching from the bottom to the top of the neck of each bottle of syrup of ferrous iodide as a means of keeping the syrup clear.

**Cod Liver Oil.** By R. S. Michel, M.D.—This article, which is reprinted from the *Chicago Clinic*, reviews the chemistry of cod liver oil, and advises against the use of any pharmaceutical preparation of the oil whatever, stating it as the author's conviction that the pure oil without any admixture is the best form in which to take it.

#### Pharmaceutical Era, March 7 and 14.

**Business Course in Colleges of Pharmacy.**—The subject of the desirability of colleges of pharmacy establishing chairs for commercial training is further discussed, and contributions are presented from the pens of John McKesson, Jr., W. M. Searby, Samuel W. Fairchild, Leo Eliel, F. C. Godbold, James E. Davis, George A. Kelly and Louis Emanuel. The answer to the question differs with the point of view of each writer. Those who have been known to favor a practical training in the drug store either prior to or co-incidentally with the college course appear to oppose the idea, while others who have entertained contrary views favor it.

**Walking Sticks as a Side Line.**—J. T. Pepper, of Woodstock, Ont., speaks with approval of the idea of druggists carrying walking sticks as a side line, and illustrations of a druggists' show windows and stands for sticks accompany the article. The picture of a show window shows the traditional glass carboys set off with a display of walking sticks, and gives an effect which is apt to be rather startling to one brought up in the old school.

**Practical Points for Practical Druggists.**—The moral of this paper, which is written by some one writing under the *nom de plume* "B. M. Sig.," is to use printer's ink freely. Create a breeze. Get your name and place of business familiar to the public. He advises the cultivation of the prescription writing doctor or doctors, and the most courteous treatment of them, and, of course, to subscribe for a first-class pharmaceutical journal.

**Losses on Drug Stock in Retail Business.**—A paper read before the students of the Pharmacy Department of the University of Michigan by John D. Muir. Among some of the losses on drug stock enumerated are the evaporation of alcohol from tinctures, fluid extracts and other alcoholic preparations, which in the case of fluid extracts and some of the tinctures causes precipitation, necessitating the throwing away of the article. The imperfect corking of chloroform, ether, collodion, and other volatile drugs usually mean considerable loss. Mention is made of the loss on hygroscopic salts; the trouble in this case being due to the action of the moisture of the air, while in the first case the opposite takes place, the contents evaporating. As the author expresses it, "In the former case we wish to keep the inside from getting out, and in the latter to keep the outside from getting in." The well known tendency of the volatile oils of lemon and orange to become turpentine is referred to, but no remedy is suggested other than to buy such oils in original 1-ounce tins. He advises to buy all of the oils commonly stocked by druggists in smaller packages than is usually done. The loss of water of crystallization in some of the salts is quite considerable. The loss in quinine, cinchonidine, and similar salts has often been noticed and is quite heavy in some cases. The author recommends to keep those articles in

the basement instead of on high shelves, or on top of the wall cases, as is frequently done to the subsequent loss of stock. Other common sources of loss are referred to in a general way, and the paper is one of some interest and value.

**Business Course in Colleges of Pharmacy.**—This discussion is continued with contributions from Charles E. Dohme, John F. Patten, F. M. Weaver, H. K. Mulford, J. C. Eliel and C. W. Snow. There is much of a sameness about the opinions expressed, and the drift of the discussion appears to tend in the direction of a revival of the old controversy regarding the experience requirement.

**How to Make the Drug Store Pay.**—The methods followed by certain pharmacists in building up the business of the drug store are told by F. H. Worthington, Harry L. Wohlford and Louis Schulze.

**The Business Measures of the N. A. R. D.** By D. E. Prall.—In an address delivered before the students of the Pharmacy Department of the University of Michigan, the organization meeting of the National Association of Retail Druggists and the subsequent meetings of the association and of the Executive Committee are mentioned, together with some account of the achievements of the association. Some personal details are given. Mr. Prall graduated from the Philadelphia College of Pharmacy in 1878, and was in the employ of an old Quaker in a store in which Professor John M. Maisch had formerly been a clerk.

#### Pharmaceutical Journal, March 2.

**A Cabinet for Histological Reagents and Apparatus.** By Graham Bott.—The author describes a home-made cabinet of which the base consists of a piece of mahogany 10 x 5½ inches. The body is a box made from pine, the lid and one end having been removed. For the cupboards forming the doors two cigar boxes exactly the same shape and size were placed side by side to correspond with the size of the body. From these the lids were removed and utilized for making the partitions and drawers. The dimensions of the cabinet when closed were 9 x 4½ inches. The cigar boxes were then strengthened by fixing in small screws at intervals and before being put together sanded, stained and polished. Instead of a strip of wood for preventing bottles slipping off the shelves, the inventor fixed rubber bands stretching from side to side and placed slightly above the shelves. The paper is illustrated with a sketch of the cabinet.

**Berberis Vulgaris: A Contribution to Its Morphology and Pharmacognosy.** By G. Pinchbeck.—An illustrated article describing the morphology and pharmacognosy of the common barberry. The origin of the name is somewhat in doubt. Berberis is the Arabic name of the fruit used by Averrhoes, and "berbera" in Greek signifies pearl oyster. Many authors believe the name is derived from this word because the leaves are glossy like an oyster shell, and Bochart states that the same word is derived from the Phœnician word "barar," which expresses the brilliancy of the shell, alluding to its shining leaves. Gerarde believes it to be a corruption of the word "Amyrberis," which is the name given to the plant by Avicenna. Du Hamel, on the other hand, thinks it is derived from an Indian word signifying pearl. The common barberry is also known as piperidge bush or piprage tree. That is, according to Gerarde, Dr. Turner's name for the plant, and it is still known in Cambridge under that term. The French name *L'épine vinette*, meaning the acid or sorrel form refers to the taste of the fruit and leaves. The plant is not very extensively employed in medicine. A minute description of it is given, and figures of the stem, second-

ary leaf, flower and fruit are given. There are between fifty and sixty distinct species of berberis known. A number of interesting particulars regarding the distribution of the plant are given. The article is a continued one.

*The Percentage Ash of Crude Drugs and Their Powders.*—In this article, which is also a continued one, Henry G. Greenish, Professor of Pharmaceutics to the Pharmaceutical Society of Great Britain, after a general introduction, takes up the study of cardamom seed and the different species are named, following which are tables of average weights and percentage of ash content.

*Standardized Preparations (Continued).*—Mr. Maben, an abstract of the first part of whose paper was printed in our issue of February 25 on page 112, refers to the surprise that has frequently been expressed that no attempt has been made to fix a standard for such potent drugs as aconite, calabar bean, digitalis, henbane, strophanthus, gelsemium, etc., and states that it is understood that this is not owing to want of will on the part of the editor of the Pharmacopœia, but solely to the fact that processes had not yet been devised such as would be suitable, except when small quantities were being operated on. Despite the fact that the Pharmacopœia authorities have not seen their way clear to adopt any process of standardization for important drugs, the trading element has not stood still, and reference is made to the well-known fact that in America, Parke, Davis & Co. have been all along in advance of the Pharmacopœia. He gives many reasons why standardization should be adopted, saying that it is necessary, absolutely essential for the progress of medicine, that every potent and especially every toxic drug should be accurately standardized. He is an advocate of the method of physiological standardization, instancing in support of his plea the method of standardizing anti-diphtheria serum, and he describes the process of manufacturing this product. The bacillus of diphtheria is cultivated on blood serum and beef fluid; this is filtered to exclude the bacilli, and the filtrate consists of the toxin with the beef fluid. This toxin is injected into horses in progressively increasing doses, the process being shown as immunization. When the horses are sufficiently immuned, which may take many months, a quantity of blood is drawn off, and the serum is separated and filtered, the filtrate containing the anti-toxin. This serum is then tested in order to ascertain its potency or power of preserving animals from the action of the toxin. In the process adopted for this purpose the poisonous properties of the diphtheria toxin are first determined. Several portions of toxin are each injected into a guinea pig and the minimum fatal dose found. Ten times this quantity is measured into vials containing varying amounts of dilute antitoxin, and the contents of each vial is then injected into a test guinea pig. Some of the animals never become sick, others are sick and lose in weight; while still others die, the condition of the animal varying in accordance with the amount of serum administered. The antitoxin unit is ten times the smallest amount of serum protecting the animal from ten times the fatal dose of poison. The whole paper constitutes a strong plea for the introduction of processes of standardization adapted to different drugs into the Pharmacopœia.

*Brit. and Col. Drug., March 1 and 8.*

*Standardized Preparations.* By T. Maben, F.C.S.—A paper descriptive of the progress of galenic pharmacy in Great Britain and in the United States for the last twenty years, and of the progress of the agitation for official processes of standardization presented here in abstract. A notice of this paper was printed on page 112 of our issue of February 25.

*Victorian Pharmaceutical Formulary of Unofficial Preparations.*—A series of twenty-three formulas reprinted from the *Australian Journal of Pharmacy*. A considerable number of the formulas are familiar as American in origin and several are credited to the National Formulary.

*How Should Poisons be Labeled?*—An article of general scope giving a comparison of court ruling and druggists' practice. A druggist in London named Reece followed general practice in labeling his poisons with the name of his business—Squire—but he differed from the usual custom in giving as the address not that of the shop where the poison was sold, but that at which he was registered. The magistrate held that this was wrong, and this decision was referred to as astonishing since the custom was a general one in the trade. The editor has caused to be interviewed a number of pharmacists, including members of the Pharmaceutical Society, whose council made the contention that the defendant had done wrong in acting as he did, and the result left him (the editor) in doubt as to what effect should be given to the magistrate's decision.

*Chemist and Druggist, February 23.*

(Continued from page 140.)

*Castor Oil: Its Physical and Chemical Contents.* By Edwin Dowzard, F.C.S.—The author describes the physical and chemical constants of pure castor oil, and shows in a table the principal variations. The high viscosity and specific gravity of this oil, coupled with its insolubility in petroleum ether and its solubility in alcohol, renders it an easy task to effect sophistication. The paper contains numerous figures of values, and should be consulted in the original.

*Pharmacy in India.*—This is an entertaining description of some of the every-day occurrences in the drug stores of the leading cities of India. It is written from the point of view of an outsider, and contains such notes of the native character as would be most likely to impress the average newspaper writer. The paper is illustrated by clever thumb nail sketches of native types. Pictures are shown of the two classes of druggist proprietors in India—the European and the Eurasian—and there are sketches of some of the principal types of customers. The Eurasian druggist (or would drug store keeper be a more fitting appellation for the character?) it not gifted with a high intelligence, and the writer has considerable fun at his expense. The article is accompanied by a list of the principal European drug establishments, as follows: Scott, Thompson & Co., Smith, Stanistreet & Co., and Bathgate & Co. (of Calcutta), Kemp's, Phillips & Co., Treacher & Co., and Bertie-Smith & Co. (of Bombay), Murray & Co. and Peake, Allen & Co. (of Lucknow), Hoskins & Co. and Simmonds & Co. (of Meerut), Pearson & Co. (of Secunderabad), Abid & Co. (of Hyderabad), and Wilson & Co. (of Rawalpindi).

The author hits the native officials in the Indian Civil Service very hard, but the chief interest of the article centers in his account of the many queer demands made upon both the Eurasian and the European druggists by the simple minded native or Baboo, whose knowledge of English is very slight and exceedingly strange. The specimens of requests for medicines cited by the author are well worth quoting:

Boito Khana Lane, Calcutta.

Dears Sir,—I am a poor Hindu — of — knows what poverty come now and give me a celebrated Beechamp's box of pill cheap. This one cannot afford to blow the expense says I.

Yours faithful,

Babu Beni Pershad, B.A.

Old Court House Street, Calcutta, Ap. 10, 99.

My Good Sirs,—In my belly is damnableness caused it seems by too much provender. My guts is askew, and my eyes are yellor. So is my tongue. So do the needful quick and oblige  
Your true friend,  
Gukul Chunder Bhoose.

The Mall, Meerut, July 1, 89.

Honoured Sirs,—I am a poor man and honest. I wants English lozenge for coff. How much per box pray inform, and I will buy if my coff is as — as up to date.

Your faithfully,  
Beni Mahadeo.

The native who has been in England, and who, having married a housemaid, has become a worshiper of English customs, writes as follows:

My Good Chaps,—My wife, an English lady of high rank, is about to expect confining. So send me, per happy despatch, name of a respectable nurse for the month, who will do the needful. . . . And I want for myself some "Koko" and a bottle of St. Raphael. . . . So stump up the things; put your fat back into it, fathead. Also Mellin and Nestle's food is wanted by yours truly. Do the trick all correct and I will pray for you like winking or greased lightning as per your esteemed preference.

Yours affectionately,  
R— C— B—, M.A. and Esquire.

In a note by the editor it is sententiously observed that while the information given in this article is interesting, it is not necessarily accurate, but it makes entertaining reading all the same.

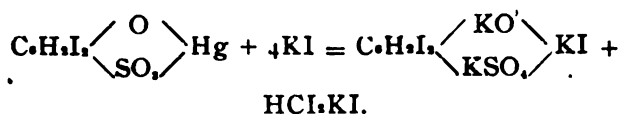
*Pharmacy at Dieppe.*—A smartly written account of the conditions of pharmacy in a popular Normandy watering place. From it we learn that most of the Dieppe pharmacies handle photographic materials as a side line.

*Bolletino Chimico-Farmacutico*, January.

*American Ulexite.* By Dr. Carlo Formenti.—Boric acid and borax are prepared, as is well known, from the boric acid of the boraxiferous mines of Tuscany, the Tincal of India, the native borax of California, the boraxite of Stassfurt, or the calcium borate of Asia Minor. For a number of years, however, the attention of mineralogists has been called to *tiza* or *ulexite*, a mineral found in America, which on analysis proved to be chiefly borate of sodium and calcium, and therefore has been named boro-natro-calcite. It has been used commercially in the preparation of boric acid and borax for fifteen years. The principal deposits of this mineral are in Peru, near the deposits of nitre, in Tarapaca, in the desert of Atacana, on the plateaux of the Cordilleras, etc. The center for the commercial exploitation of boro-natro-calcite is in Hamburg, where a syndicate has been formed which controls the importation of this mineral.

The composition of boro-natro-calcite is variously given by different chemists. Its composition is probably not constant, and the different results are due to the employment of different methods of analysis, as well as the greater or lesser purity of the mineral tested. The author has subjected the mineral to a series of careful analyses and found that it is composed of silicates, boric, sulphuric and hydrochloric acids and bases, including iron, aluminum, calcium, magnesium, sodium and potassium.

*Solutions of Sozoiodolate of Mercury and Potassium Iodide.*—Gianturco has found that if sozoiodolate of mercury be dissolved with an excess of potassium iodide, a clear solution results, which after a time becomes decomposed. In this solution he found the double iodide of potassium and mercury, a double salt of neutral sozoiodolate of potassium and potassium iodide, together with an excess of potassium iodide. The reaction which takes place is as follows:



It is probable that the efficiency of sozoiodolate of mercury when injected subcutaneously with a solution of potassium iodide is due to the formation of the double salt of mercury and potassium iodide.

*Archives de Medicne et de Pharmacie Militaires*, January.

*Compressed Tablets. Their Employment in the Army.* By M. Masson, Military Pharmacist.—The chief characteristic of a compressed tablet, as compared to a pill or pastille, is the fact that no excipient is used in preparing compressed tablets; whereas excipients form an important part of the other preparations. The medicament is often mixed with substances designed to prevent adhesion of the tablet to the dies of the machine, or to increase the cohesive power of the medicinal substance. In such cases we have preparations which are not, strictly speaking, ideal compressed tablets. As regards their mode of employment and their administration, compressed tablets may be classified as follows: 1. Tablets intended to be dissolved in the mouth, acting like a troche or pastille. 2. Those intended to be dissolved in the stomach and to be rapidly absorbed. 3. Those intended to be dissolved in water before swallowing, because they are irritating to the stomach—e. g., iodides, bromides, chloral, salicylates, etc. 4. Compressed tablets intended for external use—e. g., corrosive sublimate. The author thinks that solutions carefully prepared in advance are preferable to hypodermatic tablets. The advantages of compressed tablets are economy in time, space, expense and trouble. In the German army these advantages have now been recognized, and tablets are prepared containing the most commonly used combinations of drugs in the ordinary adult doses. The disadvantages of compression are the increased difficulty of solution and hence of absorption; the fact that medicines can no longer be recognized by sight, and the fact that mistakes in dispensing are more easily committed when the druggist does not have to weigh the substances dispensed. The time of weighing is always the time for reflecting what drug we are handling. The names of the drugs contained may be printed on the tablets in some cases. The weight of the drug contained in a compressed tablet is not mathematically exact. Compressed tablets should only be used for substances, the dose of which does not exceed two or three tablets. It is ridiculous to count thirty compressed tablets of magnesium sulphate before administering the dose. Poisonous substances should not be made into compressed tablets, for in this shape they resemble too closely the innocent drugs so often put up in this way. In speaking of the applicability of compressed tablets in the army the author says that there is no reason why these should be used in reserve hospitals or in time of peace. In the field, however, especially in cases where there are no trained pharmacists at hand, compressed tablets are excellent for pocket outfits. Each substance should be studied particularly with reference to its adaptability to compression, and it is folly to compress everything, even ferric chloride. Small spatulas, with hollows in the ends, may be used to measure approximately powdered drugs, the dosage of which need not be very exact, in the field or in an emergency. By filling these little cups and weighing the contents beforehand we can know the amount of ipecac, bismuth, etc., which they contain. After all, then, there is only a limited number of drugs that need be carried in the army outfit in compressed form. These are: Potas-

sium chlorate, quinine, hydrochlorate, extract of opium, calomel, Segond's antidysenteric mixture, analgesine, potassium bromide, potassium iodide and corrosive sublimate. The writer does not recommend compression of ipecac, bismuth subnitrate and carbolic acid, and gives the reasons for his objections. These substances are not suited for compression on account of their physical properties. The remainder of the article is devoted to the technical part of making compressed tablets, a subject sufficiently familiar to the American pharmacist. The author uses Freck's tablet machine, an American make.

*Pharmaceutisch Weekblad voor Nederland*, January 5, 12, 19 and 26.

*Potassium Soap as a Constituent of Superfatted Soap.* By C. de Groot.

*Thymotal, A New Remedy Against Anchylostomiasis.* By J. F. Pool.—This article has been printed in full in the *AMERICAN DRUGGIST* for February 11, p. 67.

*Suggestions Concerning the Fourth Edition of the Pharmacopœia, Sent to the Revising Commission from the East Indies.*—At the invitation of the commission reports came from the chief of the Military Medical Service, from the medical societies, and from a large number of pharmacists in the East Indies as regards the new Dutch Pharmacopœia. The Society for the Advancement of Medical Sciences in the Dutch East Indies strongly recommend that a special Pharmacopœia be published for these colonies. An interesting series of statements concerning the differences in pharmaceutical practice in the Indies and in Holland is given. Thus the specific gravities and the solubilities are different in the tropics. Certain preparations cannot be prepared in India in the required manner, e. g., Ammonia, Liq. Chlori, etc. The processes of maceration, digestion, etc., are also necessarily different in the Indies.

*Coca Leaves. A Phytochemical Review.* By J. B. Nagelvoort.—A study of coca, with special reference to the preparation of cocaine.

*Cryoscopic Examination of Drugs.* By Dr. A. v. Poehl.—See editorial article in the *AMERICAN DRUGGIST* for December 10, p. 338, and for December 24, p. 371.

*Archiv der Pharmazie*, December 29, 1900.

*The Balsamic Resin of Pinus Pinaster (Bordeaux Turpentine).* By A. Tschirch and E. Bruening. (Concluded).—The composition of Bordeaux turpentine is as follows, according to the investigations of the authors: (a) Free resinous acids: By shaking with a solution of ammonium carbonate pimaric acid,  $C_{14}H_{22}O_2$ , is obtained. This substance is amorphous, and exists in the balsamic resin to the extent of 6 to 7 per cent. By shaking with a solution of sodium carbonate one obtains (1) pimaric acid, an amorphous substance,  $C_{20}H_{30}O_2$ —8 to 10 per cent. (2) Alpha and beta pimarolic acids,  $C_{18}H_{26}O_2$ , both amorphous, but separable by the different solubility of their leads salts—48 to 50 per cent. (b) Resin. The latter is perfectly indifferent to the action of potassa, but cannot be obtained pure on account of the adherent oil—5 to 6 per cent. (c) Ethereal Oil. The principal part is light, the smaller fraction heavy and difficult to separate from the resin—28 to 29 per cent. (d) Traces of succinic acid, a bitter principle, coloring matter, water and impurities—1 to 2 per cent.

*The Tannic Acid of the Rhizome of Filix Mas.* By Dr. R. Reich.—The author investigated the chemical properties of filixotannic acid which he prepared from Gehe's Extractum Filicis maris spirituosum spissum.

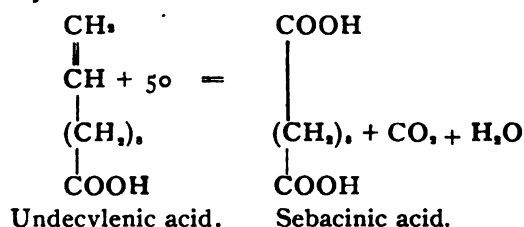
*The Constituents of Oil of Cascarilla.* By Dr. Georg

Fendler.—According to this author's analyses the ethereal oil of Croton Eluteria, Bennet, natural order Euphorbiaceæ, habitat Bahama Islands, contains the following constituents:

Free acids, 2.10 per cent.	Percentage.
Cascarillic acid, $C_{11}H_{18}O_2$ , boiling pt. 268-270°.....	2
Palmitic acid, $C_{16}H_{32}O_2$ .....	0.08
Stearic acid, $C_{18}H_{36}O_2$ .....	0.02
Eugenol, $C_{11}H_{14}O_2$ (with traces of cresol).....	0.30
Terpene, $C_{10}H_{16}$ (boiling pt. 155-157°).....	10
Laevo-Limonene .....	8.80
Cymol .....	13.20
Sesquiterpene, $C_{15}H_{24}$ , boiling at 255-257°.....	10.50
Sesquiterpene, $C_{15}H_{24}$ , boiling at 260-265°.....	33
Alcohol, $C_{12}H_{26}OH$ .....	11
Constituents with high boiling point, containing oxygen..	10
Resin .....	1.10

100

*A Contribution to Our Knowledge of Undecylenic Acid.* By H. Thoms and G. Fendler.—The acid required for the researches embodied in this article was obtained according to a method described by Krafft (*Ber. d. d. Chem. Ges.*, X, 2034), which includes distillation of castor oil. After having been purified by repeated fractional distillation the acid boiled at 165 to 166 degrees under a pressure of 15 Mm. and melted at 24 degrees. The authors investigated the conduct of undecylenic acid in the process of oxidation, because the literature of the subject has numerous unfilled spaces, and it was desirable to fill the latter because the authors desired to determine whether an acid found by one of them (Fendler) in oil of cascarilla is isomeric or identical to undecylenic acid. The former was found to be the case. Becker was the first to attempt to oxydize undecylenic acid. He dissolved the acid in three or four times its own amount of nitric acid, and heated the mixture to 60 degrees. From the product of this reaction he isolated sebacinic acid. The following constitutional formula is given on this account to undecylenic acid:



*Pharmaceutische Rundschau*, Vienna, December 8 and 15, 1900.

*The Rights of the Country Druggist.*—In this editorial article the *Rundschau* advocates the organization of separate associations of country pharmacists, which shall promote the interest of this class of druggists. The *Rundschau* declares itself the organ of the country druggists, and defies the organs of the city druggists, the *Apotheker Zeitung*, of Berlin, and the *Zeitschrift des Allgemeinen Oesterreichischen Apotheker Vereines* in Vienna, to stop the movement which is so rapidly growing, and which will end in a complete organization of the country druggists.

*Shorter Hours and Sunday Closing for the Country Druggist.*—This article is devoted to the discussion of a question which has come up within recent years in many places in Austria. The pharmaceutical profession there, as in other countries, is so intensely conservative that custom rules everything in regard to the management of the stores. In Steiermark two druggists were recently reprimanded by the civil authorities for closing their stores at eight o'clock in the evening—i. e., too early; and because at ten o'clock on a certain evening the licensed clerk was in the house opposite the store, and had to be called



by a messenger when a prescription was presented at the store. The Austrian law on the subject dates from 1808, and provides that "a pharmacist must be ready at all times to prepare prescriptions for any person who may apply." This does not mean that he must be always present in the store. Every druggist has the right to close his store whenever he pleases, and to leave his store whenever he wishes, provided that in case a prescription is presented some one who is licensed to practice pharmacy is within call. Closing on Sunday is an absolute necessity for the country druggist who works without a registered clerk. It is positive cruelty to chain a druggist day and night all the year around to his "kennel."

*The Austrian Pharmacopœia, Eighth Edition.*—The author speaks of the recent circular issued by the Sanitary Council, which invites criticisms and suggestions on the part of druggists and physicians as regards the new edition of the *Austrian Pharmacopœia*. He says that it may be looked upon as a bit of irony that such an invitation is sent out, when every one knows full well that all recommendations will be thrown into the waste basket as soon as they are received. The author bitterly complains that the new medicinal "tax"—i. e., the list of prices to be charged for drugs and for pharmaceutical work, has been issued without the slightest regard for the wishes, nay, needs of the pharmacists. The prices fixed by law are so unjust in some cases that it is astonishing that the pharmacists of the country bear the burden of excessive work and insufficient pay year after year without protesting. The indolence of the profession in this respect is astonishing. The author also gives a series of criticisms on the changes made in the new *Pharmacopœia*. It will be seen that the lot of the Austrian pharmacist is by no means so enviable as we are apt to think.

*Pharmaceutische Post*, January 20.

*The Imperial University Tung-Wen-Kwang in Peking.* By Dr. Convall Spatzler. (Continued.)—As there are no public schools in China the preliminary education of the students of the university is simply in a chaotic condition. Every student can judge for himself what preparation he will require for his studies. The salaries of the professors are paid by the customs revenues. The chemical department contains a room for lectures accommodating ten students, a room for analytical work and two rooms for collections and apparatus. When the author visited the laboratory Professor Stuhlmann invited him to be present at a lecture, and examined the students in his presence. There were eight students in the room, and two had sent excuses accounting for their absence. The foreign professors wear European dress, the students are, however, all dressed in the costume of the Chinaman. They belong for the most part to the best classes of Chinese society. The lecture was given in French, and the students sat around the table and took copious notes. Until now there is only one book on chemistry printed in the Chinese language. Chemistry is regarded in China as a part of the Black Art, and it is considered a sacrilege to practice this science. The students keep their head coverings on during the lecture, but the queue must hang down, as a mark of respect. The examination consisted of chemical problems and equations to be solved on the blackboard and of simple qualitative analyses. The laboratory is very scantily equipped with apparatus and chemicals from Germany. The equipment of the departments of astronomy and mathematics is still less pretentious than that of chemistry. It is said that when the professor of anatomy complained that there was a lack of dissection material, because in China only the bodies of criminals sentenced to death are allowed to be

dissected, the official who has charge of the executions answered laconically: "Then we shall have to behead more people."

*Concerning Ferments or Enzymes and Other Physiologic Phenomena.* By Th. Bokorny.—This article contains a review of C. Oppenheimer's *Handbook of Ferments*. (Buch ueber die Fermente und ihre Wirkungen, Leipzig, F. C. W. Vogel, 1900.)

*Pharmaceutische Zeitung*, January 16 and 17.

*Pharmaceutical Science and Practice in the Year 1900.* By G. Arends.—A review of the progress of pharmacy during the past year. This article, which is the second of the series, is devoted to organic preparations.

*The Bactericidal Action of Alcohol and of Spirit of Soap.* By M. Barsickow.—Ahlfeld recommends alcohol as a disinfectant for the hands, especially in midwifery. He found that alcohol does not affect the germs of the skin unless the latter be previously soaked in water. Epstein soon afterward showed that dilute alcohol, in the strength of 50 per cent., is the best form for the disinfection of the skin. On the other hand, absolute alcohol is of no value as a disinfectant, as has been shown long ago by the researches of Koch. A modification of the method recommended by Ahlfeld was devised by Miculicz, who employed for this purpose an alcoholic solution of green soap. The author desired to test the efficiency of this method, and for this purpose undertook a series of experiments with infected silk and cotton threads which were exposed to the influence of pure bouillon cultures of the germs of suppuration—the streptococci and staphylococci, as well as the bacillus of anthrax. The author found that a solution of alcohol in water, of the strength of from 40 to 60 per cent., is more efficient as regards its bactericidal action upon the ordinary germs of suppuration than a 1:1000 solution of mercuric bichloride. Soap solutions prepared with dilute alcohol of the same strength also show this superiority to corrosive sublimate. On the other hand the spores of the bacillus of anthrax were not affected by alcoholic solutions in any strength after an exposure of twenty-four hours, while a 1:1000 bichloride solution kills these germ spores in thirty minutes. In practice we do not have to deal with anthrax bacilli nor with their spores in the disinfection of the hands, but simply with the common bacteria of suppuration. Hence the official spiritus saponatus is to be recommended for this purpose as an efficient disinfectant. It should be used for five minutes directly on the hands of the operator. It is advisable to raise its strength in alcohol to 50 per cent., however. As the soap itself plays no rôle in the disinfecting action of the solution, a neutral soap may be dissolved in the alcohol, about 10 per cent. being the ordinary strength. During the dissociation there is a development of fine alkali, together with fatty acid salts of the alkali, which aid in the mechanical disinfection. An excess of alkali, however, is injurious to the skin.

*The Sunflower and the Sun.* Prof. J. H. Schaffer has made a series of careful observations on both wild and cultivated specimens of *helianthus annuus*, and found (*Botanical Gazette*, 1900, page 197) that the popular idea that the sunflower gradually changes its position, so as to face the sun is correct, the growing plant turning from 60 to 90 degrees to the west in the evening and to 50 to 70 degrees east in the morning. At night the leaves droop and the tips point downward. Similar, though less pronounced, movements were noted with *helianthus petiolaris*.

## Queries and Answers.

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**The Behavior of Ammonium Chloride with Codeine and Morphine.**—H. G. B. writes: "In the Queries and Answers department of your journal for February 25, you stated, in answer to J. C. C., that ammonium chloride is incompatible with either morphine or codeine." The information that ammonium chloride is incompatible with a salt of morphine came as a surprise to me, and I should be glad to know of some experiment to demonstrate this statement of yours. I suppose that you refer to a salt of morphine, since that is what is used in making Syrup of White Pine Compound, the preparation under consideration. My belief that this is a safe combination to dispense is based not only on my own knowledge but on the fact that there is no mention of any incompatibility between these drugs in Ruddiman's Incompatibilities in Prescriptions, and Coblentz in his Treatise on Pharmacy states that sulphates, nitrates and chlorides appear to cause no trouble with alkaloidal salts. Furthermore, I have been unable to produce a precipitate by mixing aqueous solutions of morphine sulphate and ammonium chloride, or by mixing morphine acetate and ammonium chloride. Would you also please inform me if heroine and heroine hydrochloride have similar chemical properties in regard to compatibility with alkaloids?"

The alkaloid codeine was ordered in this prescription and Ruddiman, on page 247 of the second edition of his work on Incompatibilities, states:

"Codeine is strongly basic and liberates ammonia from a solution of ammonium chloride. This could be readily proved by suspending wet red litmus paper in the bottle over the liquid. The National Dispensary (p. 515) says that codeine also liberates morphine from its salt, so that in the presence of the ammonia which is formed in this prescription there is some danger of the morphine being precipitated. A slight precipitate makes its appearance after some hours and gradually increases, but the morphine is not nearly all thrown out of solution. A salt of codeine as the sulphate should be used."

We think this quotation fully answers the first part of our correspondent's inquiry and establishes the correctness of the statement made by us in commenting on the prescription inquiry which received attention in our issue of February 25.

As to the incompatibilities of heroine and heroine hydrochloride and the relation which the salt of heroine bears to the alkaloid, the only incompatibilities of either drug worthy of special mention are the alkalies, such as sodium bicarbonate and ammonium carbonate. They behave well in the presence of most of the acids and are not precipitated by the vegetable expectorants as ipecac, senega, squill and sanguinaria. We are also informed by the makers that heroine and its hydrochloride salt may be employed advantageously in combination with ammonium chloride. It might be apprehended, however, that heroine would be incompatible with the same substances that are incompatible with morphine or codeine, since heroine is a derivative of morphine.

**The Source and Uses of Pumice.**—E. A. G. writes: "I would like to learn all I can about the source and uses of pumice stone. Will you inform me whence comes the American supply? Who are large dealers in it and what is it usually worth wholesale? Any information you can give me will be very thankfully received."

Italy is the source of most of the pumice of the mar-

ket, it being obtained almost exclusively from the volcanoes of Lipari; some deposits have been found in Nebraska and Utah. It is a trachytic lava rendered light and scoriaceous by the escape of gases. Good pumice, chemically speaking, consists of silica, 73.70 per cent.; alumina, 12.27 per cent.; potash, 4.73 per cent.; soda, 4.52 per cent.; iron oxide, 2.31 per cent.; water, lime, etc., 2.47 per cent.

The largest yield of best stone is obtained from Monte Chirica with its accessory craters, Monte Pilato and Forgia Vecchia on the Island of Lipari. The stone is obtained by excavation, though it is sometimes found near the surface. It is brought to the surface in large blocks or in baskets, and is carried to the village of Canneto by land, or to the seashore to be taken there in boats. The pumice is generally stored in the sheds of the merchants, and unless they are in a hurry to dispose of their stock it is allowed a month to get thoroughly dry. This reduces the weight and shows the quality. After that, large blocks weighing 15 pounds and upward are allowed to crumble, according to their cleavage, into so-called "lisconi," and all the pumice is then assorted to its size into (1) large ("grosse") lumps down to the size of a fist; (2) medium ("correnti"), and (3) small "pezzame," from two inches downward). The quality is primarily a matter of texture.

Pumice is used almost exclusively for polishing purposes. Certain varieties of the stone are cut with hatchets into brick shaped pieces and used for smoothing oilcloth; others are ground to a powder and used in that form. The inferior varieties of pumice are first finely ground and then converted into cakes of various forms by molding with the aid of some adhesive material; but these form the inferior articles of the toilet to be found in drug stores. As said above, the quality of pumice depends upon its texture. The more closely grained pieces are carefully filed by hand into blocks of the required size.

As to the market value of pumice, it is quoted in New York in original casks at 1¼ to 2 cents per pound; selected lumps in barrels cost more, and 4¼ to 6 cents is generally asked, while powdered in barrels sells at 1½ to 1¾ cents. Among the largest dealers in this city are Pietro Larina, Produce Exchange Building; R. J. Waddell & Co., 62 Beekman street, and T. Van Amringe, 97 Beekman street.

**The Sale of Photographic Goods.**—R. L. C. is having calls for photographic goods, such as developers, toning solutions, etc., and asks us to advise him as to where he can obtain literature on the subject, together with formulas and price quotations.

By sending a request to any of the larger dealers in photographic supplies, literature of the kind desired can easily be obtained. Address your inquiries to such firms as the Scoville & Adams Co., 3 West Nineteenth Street, New York; E. & H. T. Anthony & Co., 122 Fifth Avenue, New York; Nepera Chemical Co., Nepera Park, New York. Send to the publishers for sample copies of the principal photographic periodicals, which are, the *Camera and Dark Room*, 30 Cortlandt Street, New York; Wilson's *Photographic Magazine*, New York City; Anthony's *Photographic Bulletin*, 122 Fifth Avenue, New York. "Sensitized papers, how made and used," by Henry C. Stiefel, Ph.D., is a useful book for the amateur

photographer. It treats of the manufacture of the various kinds of sensitized paper and instructs how to print, tone, develop and fix the pictures upon them. The book contains a wealth of formulæ which have been verified to a great extent by the author, who has had a large experience as the editor of a photographic periodical, as a manufacturer, amateur photographer, and as a druggist in business. The book is published by the Adams Press, 56 Vesey street, New York. R. L. C. is also referred to the article by Dr. Stiefel in this issue of the AMERICAN DRUGGIST.

**To Make Solutions of Protargol.**—J. G.—A clear and satisfactory solution can be secured in any one of the following ways: Stir the protargol powder into a thick and smooth paste with a little cold water, and then add the bulk of the fluid. This should be done in a glass or china vessel, using a glass rod; if in a mortar, the latter as well as the pestle should be slightly moistened with a few drops of glycerin. Protargol may also be readily dissolved by dusting the powder evenly upon the surface of the water and allowing the fluid to stand without stirring for about ten minutes. It is essential that only cold water should be used in making the solutions, as with warm water the drug is to some extent decomposed.

**Talcum Dusting Powder.**—J. P.—In its simplest form "talcum powder" consists of talcum alone. The addition of a small portion of either starch, zinc oxide, or boric acid constitutes the compound powder. Carbolic acid is sometimes added, as in the following formula:

Carbolic acid.....	drachm 1
Boric acid.....	oz. 8
Talcum.....	oz. 30

First triturate the carbolic acid with a small quantity of the talc and then mix this with the boric acid, and the remainder of the talc.

Or you may use the Salicylated Powder of Talcum of the National Formulary. This has the following composition:

Salicylic acid.....	parts 3
Boric acid.....	parts 10
Talcum.....	parts 37

Some prefer weak starch to boric acid, and an equal amount of this may be substituted for the acid ordered here. Of course it is understood that perfume is to be added at the maker's discretion.

Other formulas for nursery powders follow:

Fuller's earth.....	oz. 4½
Boric acid.....	drachms 6
Zinc oxide.....	oz. 1½
Starch.....	oz. 4½
Orris root.....	drachms 6
Oil of bergamot.....	drachms 2

Mix the powders thoroughly, add the oil, and pass through a fine sieve.

Zinc oxide.....	oz. ½
Powdered starch.....	drachms 6
Boric acid.....	grains 10
Eucalyptus oil.....	minims 5

Mix and rub well in a mortar before sifting.

Powdered talcum.....	oz. 8
Fuller's earth.....	oz. 4
Lycopodium.....	oz. 4
Otto of rose.....	minims 5

Rub the otto of rose with the Fuller's earth in a mortar until thoroughly incorporated, add the chalk and lycopodium, triturate thoroughly and sift.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### TWO METHODS OF BUSINESS BUILDING.

A CORRESPONDENT says: "I have recently opened a new store in the best location in my town. I have fine windows for display and a large personal acquaintance, as I have clerked here for eight years. Now I know nothing about advertising, but feel that I do know how to run an up-to-date drug store and how to manage and hold customers. Do you think I can build up a business without advertising?"

The answer must be yes and no. Business can be built without advertising as this correspondent understands the term—that is, without the use of newspaper or circular advertising. This man appears to have more than an ordinary chance to succeed without these aids, but he is bound to advertise in spite of himself. His sign is advertising, so are his show bottles, his windows, his personal contact with people. These things are not only advertising, but good advertising, and if his store service is first class the result will be more advertising. There is no question but that a good store in a good location can succeed without the help of printed advertisements.

A man could go to California with an ox team as men did in '49, but it would be an extravagant and tedious method of traveling. Things go at a swifter gait these days, and advertising is the modern means of taking a short cut to the desired destination. It does in months what years will be required to do by indirect methods. A man who wishes to make sure of arriving these days has no time to lose. Advertising is not an occult art, it is simply a means by which a store multiplies the power of those things within the store which attract trade.

One man learns to-day by personal contact that you treat customers well and sell good goods at reasonable prices. He may tell another man or may not. Instead of waiting for the other man to be told, or of running the chance of his not being told at all, you can tell him yourself of the advantages your store affords, and while telling him tell a thousand others also by means of advertising. Your store should advertise without and within. The two methods cannot be considered apart, they are really two phases of the same thing. Printed advertisements will be of small service unless based on realities, and good store service will be a sluggish, creeping method of progress until advertising gives it wings.

A while ago I clipped from some druggist's ad the following reasons for advertising.

They are blunt but level-headed reasons which embody some sound philosophy:

I advertise because—

Because it pays.  
Because this is an advertising age.  
Because all first class druggists do it.  
Because I am not too stingy to spend the money.  
Because it is necessary to let folks know what you've got.

Because I cater to the intelligent classes, and they read the newspapers.  
Because I can talk to more people through the papers than through my mouth.

#### The Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to J. C. Cope & Co., Steubenville, Ohio.

#### CRITICISM AND COMMENT.

The four advertisements submitted by Cope & Co. are very good specimens of what can be done in a small space. The border and bold display will make these ads stand out on a page bearing still larger ones. The ads are all good, they present good reasons for the use of the various articles and give the essential facts, including price.

#### NEW WORLDS WANTED.

J. T. N. writes substantially as follows: "I have been in business in a small town for eight years. Was raised in this locality. Have been highly successful, having built up a business twice as large as I hoped for when I began. But the limit has about been reached. What will my chances be in a large city?"

The personal element enters so largely into such a matter that only a general opinion can be given. I should not favor the idea of removal to a large city. If a removal is made it would be safe to go to a city of medium size at some distance from a large city. Country training does not fit a man for success in a city. Conditions are vastly different, and J. T. N. would have to unlearn many things and learn many new things in embarking in business in a city. Individuality and personal acquaintance counts for little in the city. In the country it is everything. The larger rewards in the city are for the few, and capital is usually the determining factor. A less radical move than the one contemplated would appear wiser. The better opportunities to-day are in the cities of moderate size. Possibly no move at all would be wisest of all. Some men do not stand transplanting well; and while highly successful in their own habitat, fail to thrive at all under different conditions. There are usually plenty of opportunities in every locality for the investment of surplus capital and energy outside of business and in small communities separate enterprises can commonly be carried on without neglect of any of them. J. T. N. should bear in mind this epitaph upon the stone that marks the last resting-place of another man who was dissatisfied:

I was well,  
I wanted to be better,  
I took physic,  
and here I am.

#### PECULIAR COMBINATION.

Saenger Bros., Shreveport, La., send a book of about fifty pages which bears the title of "A Souvenir from Saenger Bros."

It is a large, well printed publication in which the first twenty pages are devoted to advertising the store and goods of this firm. The book is put out to advertise a retail store, and is, presumably, for distribution among the citizens of Shreveport and vicinity. But about thirty pages are devoted to the ads. of foreign advertisers, largely people who sell to the drug trade and who could not possibly get any benefit from a publication of this class. A maker of drug store fixtures makes an appeal for busi-

ness. A soda fountain manufacturer cries his wares. A wholesale druggist appeals for business, and quotes prices on a line of proprietaries, etc. It is so obvious that these ads are here to "pay the freight" that they mar what would otherwise be a very creditable publication.

The advertising of the publishers is good, plenty good enough to stand on its own legs and go it alone.

#### A NEAT GREETING.

Walker & Walker, New Kensington, Pa., recently reached the close of their first year's business. In com-

<h3>BLOOD</h3> <p>Plenty of Rich Red Blood makes Health and warmth. Be prepared for winter's blasts, by taking Cope's Beef, Iron and Wine the best blood maker known in medicine. Quality—we prepare it ourselves, that's our guarantee.</p> <p>PRICE, 50c BOTTLE.</p> <p><b>J. C. COPE &amp; CO.,</b> 604 MARKET ST.</p>	<h3>Stick Licorice</h3> <p>We have just received a quantity of the good old fashioned stick licorice, pure, sweet and fresh, a good thing for a cough, to a stick.</p> <h3>Tickling Cough</h3> <p>We make a bronchial lozenge of Horehound, Tolu, Oubeba and other good medicines that will stop that tickling cough, and cure the hoarseness in the throat like a charm. 10c a box.</p> <p><b>J. C. COPE,</b> DRUGGIST, NO. 604 MARKET STREET.</p>
<h3>Chaps</h3> <p>The kind that comes on your face and hands, makes your hands sore and your face rough and red. Well we make a lotion that will heal them up over night.</p> <p>Then it is so nicely perfumed and dries so quick, that you can wear gloves right after using.</p> <p>We call it COPE'S CAR-NATION CREAM, and sell it at 15c a bottle. Try it.</p> <p><b>J. C. Cope's Drug Store,</b> NO. 604 MARKET STREET.</p>	<h3>27 Years</h3> <p>THE AGE OF</p> <h3>COSMO COUGH CURE.</h3> <p>During these many years the sale has steadily increased until now it is our leading seller in cough remedial, this is due entirely to the merit of the remedy as we have never advertised it before.</p> <p>WE MAKE IT. WE SELL IT—</p> <p>Price, 25c a bottle.</p> <p><b>COPE'S DRUG STORE</b> 604 MARKET STREET.</p>

The Four Prize Advertisements.

memoration of the event they sent their trade an embossed folder, bearing a brief acknowledgment of favors received, etc. This is a form of advertising that has no value at all unless so well done as to command the attention and respect of the recipient, and it has been well done in this instance.

#### RESULTS FROM A DODGER.

##### EDITOR BUSINESS BUILDING:

As a business bringer the inclosed ad was a success. The distribution was liberal; every house in the city and suburbs and every farm wagon that left town for a month was supplied.

Columbus, Ind.

ERNST STAHLRUTH.

The ad was a large dodger, printed on one side, advertising holiday goods. It bore the heading:

"Hello, there! Is that you? This is us." After this rather breezy salutation it gets down to business and gives some information about the goods and some very fair arguments as to their desirability. This is a somewhat crude circular, but if it brought results criticism is hardly to be called for. The facts and the thorough distribution did the business.

#### CURB THE PRINTER.

E. M. Roche, Frenchtown, N. J., sends a handy reference price-list of eight pages. It is chiefly a cut price-list

of patents interspersed with ads for his own preparations. This is, as a rule, a very good kind of advertising, and the circular can be depended on to bring results, though the printer has botched his part of the work by running in every style of type he has in his office. Three type faces are all that are required for any job of this kind. Ten styles of type have been used in the card upon the envelope in which the circular was inclosed. That creates a new record.



#### A SUBSTANTIAL CATALOGUE.

Reid, Yeomans & Cubit, New York, issue a catalogue of eighty pages, which is the best submitted to this department for a long time. The first thirty pages are devoted to good talks on this firm's specialties, interspersed with half-tones of its two stores. Then follows an alphabetical catalogue of drugs and sundries, while the final pages have been let to outside advertisers. The book is evidently intended to scare up some mail order trade, and should fulfill its purpose.



#### HERE AND THERE.

In the January 17 issue of a daily newspaper published in a large New England city I find a druggist advertising holiday goods. This ad died December 25. At the time I viewed the remains it had been defunct about twenty-five days. I happen to know the advertising rates of this paper, and find that the druggist will have to pay about \$23 for running this dead ad up to the time I noticed it—and it may be running yet. Since Christmas this has been only an advertisement of the druggist's carelessness—not the kind of publicity that one should buy. Better pay some able bodied man fifty dollars a year to kick you when you fail to change your ad than to do this sort of thing.



Druggists in Oregon are advertising various squirrel poisons, and one of them publishes a testimonial from a customer who claims to have exterminated a cartload of squirrels with this druggist's dope. Further East the pill roller who seeks recreation and a holiday is apt to lug a ten-pound gun around all day and see nothing better to shoot at than a chipmunk or a crow. If squirrels are as thick in Oregon as these ads indicate, some enterprising druggist had better make something on the side by trapping a few carloads and sending them where they are needed.

There is an artless and conscientious drug clerk in my town. He was handed a prescription, and after disappearing behind the prescription case for a few moments returned and explained thusly to the waiting customer: "One of the ingredients we haven't got, but if you'll wait until the proprietor gets back he can put in something else just as good. I don't know what to use." The customer did not wait.

### ORGANIC CHEMICAL COMPOUNDS.

*Relation of Physiological Action to Composition—New Light Upon the Subject by Prof. Coblenz—The Chemistry of Oils by Lyman F. Kebler.*

At a meeting of the Philadelphia College of Pharmacy held on Tuesday, March 19, Professor Virgil Coblenz, of the College of Pharmacy of the City of New York, presented a paper on "Recent Developments in the Study of the Relationship Between Chemical Constitution and Physiological Action of Organic Compounds." The speaker said that there is a close relationship between chemical constitution and physiological action, as shown

by the fact that certain changes in chemical structure or constitution cause like changes in the physiological action of similar bodies; and, furthermore, that the addition of certain groups to compounds of different action produces bodies of similar physiological action, or are alike rendered inactive.

(1) The methylating of different alkaloids of different physiologic action produces compounds which paralyze all the motoric nerve terminals like curarin.

(2) The introduction of the carboxyl or the sulphuric acid groups into bodies of well-defined toxic properties results in a marked diminution or total destruction of their action, as morphine sulphuric acid in dose of 5 Gms. is harmless.

(3) Bodies containing a tertiary nitrogen, and possessing slight or no toxic properties, become very poisonous through reduction and formation of an imido group. Thus pyridin is more toxic than collidin.

(4) The introduction of hydroxyl groups in aliphatic bodies modifies their action, decreasing with their increase in number. Thus the presence of this group in caffeine destroys its effect. The influence of the hydroxyl group is observed in the various compounds of morphine, as codeine, dioine, peronine and heroine.

(5) The replacement of a hydroxyl by an alkyl rest renders the entire body chemically and pharmacologically more resistant to oxidation in the system. Thus the introduction of an oxyethyl group into caffeine gives the latter an additional narcotic action.

(6) The introduction of chlorine in aliphatic compounds produces bodies of a more or less narcotic action, whereas, if the substituted body belongs to the aromatic series, active antiseptics result.

(7) Iodine imparts to all bodies of both series strong antiseptic properties.

(8) The researches of Loew seem to show that bodies with a double linkage are more toxic than the corresponding saturated ones.

In referring to the relationship between taste and chemical constitution, Professor Coblenz said that the hydroxyl and amido groups are taste generators, and that the presence of a carboxyl group produces in all cases a sour taste. The natural glucosides are bitter, because they are mostly phenol derivatives. Disagreeable tastes are remedied usually by the conversion of the substance into an insoluble compound, which is then split up by the secretions in the intestinal canal.

The author, in closing, referred to the intestinal antiseptics, antipyretics, anæsthetics and proprietary combinations. The paper was discussed by Professor Sadtler, Wallace Proctor, M. I. Wilbert, F. T. Gordon, Dr. Wendell Reber, Lyman F. Kebler, Professor Kraemer, F. W. E. Stedem, Professor Moerk, and the author.

#### NO RELATION BETWEEN ESTER CONTENT AND AROMA.

Lyman F. Kebler presented a paper on "The Physical and Chemical Examination of Oils of Sandal Wood, Lavender and Thyme," in which he showed that the valuation based on the quantity of some one important chemical constituent was of more significance than the physical tests. Professor Coblenz said that in his experience in the examination of oils of bergamot and lavender there was no relation between ester content and aroma. He also said that perfumers judged the quality of these essential oils by odor, and that there seemed to be no chemical tests to check the results.

Howard B. French presented an olive jar, which had been used for transporting the oil across the Egyptian deserts on camels. Mr. Wiegand presented on behalf of W. C. Wescott, Atlantic City, a decimal platform scale. W. E. Ridenour presented a specimen of a bezoar taken from the stomach of a Texas steer.



# News of the Drug World

## WITCHHAZEL TRUST FORMED.

**P. C. Magnus the Promoter—To Have \$3,000,000 Capital.**

For some months past there have been rumors and counter rumors regarding a consolidation of the distillers of witchhazel. While the *AMERICAN DRUGGIST* has been thoroughly conversant with the movement to effect consolidation and was in complete touch with the promoter, Percy C. Magnus, of the firm of Magnus & Lauer, it did not feel justified in making any positive statement. Now, however, that the National Witchhazel Company is an assured fact, the particulars of the capitalization may be given. Twelve different concerns, who have been engaged in the distillation of witchhazel, the leading one of which is E. E. Dickinson & Company, of Essex, Conn., have formed a corporation or trust, the twelve firms absorbed being E. E. Dickinson & Co., Essex, Conn.; S. W. Gould & Bros., Malden, Mass.; Mystic Distilling Co., Mystic, Conn.; Johnson & Co., Norwich, Conn.; W. H. Strickland, Clinton, Conn.; Lenifect Co., Essex, Conn.; Hughes Distilling Co., Chester, Conn.; Colonial Chemical Co., Chester, Conn.; Fred. S. Seymour, Hadlyme, Conn.; Pratt Chemical Co., Clinton, Conn.; Gledhill & Co., East Haddam, Conn.; Sheehan & Co., Utica, N. Y.

The company has been capitalized at \$3,000,000, \$1,000,000 of which is 6 per cent. preferred stock, and the remainder common stock.

The net profits of the concerns consolidated, according to the report of the accountants, amounted in the year 1900 to \$75,799.63, but the manufacturers estimate that the profits for the first year under consolidation can be increased to \$208,000.

E. E. Dickinson, of the firm of E. E. Dickinson & Co., has consented to accept the position of president.

## N. W. D. A. Select Old Point Comfort.

The National Wholesale Druggists' Association are to meet again in Virginia next fall, Old Point Comfort having been selected, a fact which was first published in our issue of March 11.

The convention will assemble in October, and will be in session from the 14th of that month to the 18th, inclusive. About 300 or 400 delegates will be in attendance upon the convention, and a fine programme is now being arranged.

The authorities had at first decided to meet in Montreal, but reconsidered, and placed the convention at Old Point. This was on account of the extreme distance of Montreal from the greater number of the members, and of the special advantages offered by Old Point for the convention.

The wholesale druggists were to have met at Old Point in 1899, but the yellow fever scare during that summer caused the convention to go to Niagara.

### ANNOUNCEMENT BY THE COMMITTEE.

In connection with the above, the following circular has been issued by the Committee on Arrangements and Entertainment, Edgar D. Taylor, chairman, and Clarence G. Stone, 2 East Forty-second street, New York, secretary:

The president and Board of Control having selected Old Point Comfort as the meeting place for the Twenty-seventh annual meeting of the National Wholesale Druggists' Association, and fixed the date as October 14-17, the committee have been considering the details of this meeting and are already able to state that arrangements of the most satisfactory kind have been made with the Hotel Chamberlain, by which we are to own this house during our convention week.

This hotel, which has recently passed into new hands, is to be closed during the summer, and the sum of \$50,000 is to be expended in completely renovating it. It is to be opened up for our association, and continuing thereafter for the public.

The following special rates have been obtained: Room with bath and meals, American plan, one person, \$4 per day; room without bath, meals, American plan, one person, \$3 per day; all fractions of a day, \$1 each.

No further reduction can be made when two persons occupy a room. Rooms can be reserved by writing to the Hotel Chamberlain, Old Point Comfort, Va. It was the expressed wish of our association to go to Old Point Comfort two years ago, but unfortunately the place had to be changed.

The business sessions have received first attention and will be arranged to give all the time needed for the complete consideration of the business affairs, and the entertainments which are to be carried out at times when not interfering with the business meetings, have been admirably arranged, and details will be given later. A ladies' committee has been selected, which will insure their usual perfect comfort and entertainment.

## The Proprietary Association of America Will Meet in May.

The Committee on Arrangements and Entertainment announce that the nineteenth annual meeting of the Proprietary Association of America will be held in New York City on May 1, 2 and 3.

The Murray Hill Hotel has been selected as headquarters. Splendid accommodations have been secured, so that the business meeting rooms and the committee rooms will be located all on the office floor. The hotel rates for guests will be: American plan, \$4 and upward for one, or \$3 for two in a room, and \$2 and upward for rooms on the European plan or \$1.50 per day and upward for two in a room.

Members should write at once to the Murray Hill Hotel, New York, and reserve such rooms as may be desired.

The entertainments are planned for the evenings of Wednesday and Thursday, besides a banquet at the hotel, for which good speakers will be on hand. Luncheon will be served to members at the hotel each day, so that the business can go on promptly. Further details may be obtained from the chairman of the Committee of Arrangements, Clarence G. Stone, 2 East Forty-second street, New York City.

## N. A. R. D. PLAN WORKING WELL.

### New York Druggists Anticipate an Era of Better Prices

The minimum price-list of proprietary remedies, formulated by the local associations affiliated with the N. A. R. D., went into operation in this city on March 18, and from all indications the plan seems to be working with all the smoothness that was looked for. The price schedule is being enforced without any observable friction either with the so-called aggressive cutters or the department stores.

In talking recently of the work of the joint conference committee, which met last on the 16th inst. and has arranged for another meeting on March 26, one of the prominent members of the committee said:

"As matters stand now there is nothing to complain of and the prospects are exceedingly bright. Our committee has had a great many meetings and we have spent a great deal of time discussing the various questions from every point of view. The druggists are sticking together very well, and the plan has brought about a most wonderful result in the formation of a number of district local organizations.

"These local organizations would never have come into existence at all but for this effort to raise prices, and as they tend to make the various druggists acquainted with each other and to act together, they are a splendid thing for the trade.

"In Brooklyn there are already four or five of these bodies, and in Manhattan and the Bronx three or four more. We are now planning to organize them all over the city in connection with the N. A. R. D. plan. At first we had intended to have one in each of the 35 Assembly districts, but they do not lend themselves to such districting very well. So we have mapped out 21 districts, and each association will be classified by number as "1st District Pharmaceutical Association" and so on. We hope to have all the associations adopt that system, so as to make them uniform.

"Those that we know as in existence already are those of the 7th District, on the West Side; the 14th District, over on Eighth avenue; one over on Madison avenue; one that was organized on March 19 at Eighth avenue and 135th street, and one in the Bronx. Charles J. White is the chairman of the 7th District Association; J. Maxwell Pringle of the 14th, and Bruno R. Dauscha of the one on Madison avenue.

"Of course, the main object of the new district associations will be the enforcing of the price-list, as much as pos-

sible, in each district. But it must be remembered that the prices given therein are minimum figures. In certain districts where the druggists can get better prices they can agree among themselves to get as high figures as they like. That is the object of the associations, to keep prices uniform and to bring about a friendly feeling among pharmacists in the same neighborhood.

"The good results of the movement are already discernible. It has tended to give us better prices all around. Even the cutters have advanced prices. They have not met ours, but they are up pretty close. The department stores, too, are showing a tendency in the same direction. They are not working in conjunction with the cutters, so far as we know, but they appear to be working that way."

## LOCAL DRUGGISTS ADOPT A UNIFORM PRICE LIST.

### A Uniform Schedule of Prices in Book Form.

The Joint Conference Committee, made up of delegates from the various local pharmaceutical associations in Manhattan and Brooklyn, have adopted a price-list of drugs, chemicals, patent medicines, sundries, infant foods, beef extracts, etc., for the use of firms who are in the agreement to maintain prices.

The Price-List, which is printed below in full, will serve some purposes beyond those for which it was originally intended, for we suspect that many of the trade in this city who are not in line with the movement will be glad to utilize the book as a basis for fixing their own prices.

That the Price-List will be scrutinized with interest by the trade outside of Greater New York we are quite sure, for druggists in all parts of the country will be eager to institute a comparison between the prices which prevail in their own localities with those of the metropolis.

A uniform price word is given in the book and this was an excellent idea, for uniformity in a matter of this kind is greatly to be desired, since "prescription-shopping" is one of the most fruitful sources of ill feeling between neighboring pharmacists.

The Price-List was adopted on March 8 and took effect on March 18. The introductory note and list follow:

In accordance with the instructions of the Organizations, your committee submit the following list of minimum prices, to take effect March 11, 1901.

It is expected that all those who have been able to secure better prices in the past than this list indicates shall continue to do so, as it is expected that this movement will finally result in the restoration of maximum prices.

All complaints of a violation of this agreement, or otherwise, should be immediately reported to the President of the Organization; they will then be referred to the Committee on Grievances, and will be given prompt attention.

The private price mark adopted is the word—

p h a r m a c i s t  
1 2 3 4 5 6 7 8 9 0

All copies, household recipes and shopping prescriptions should be priced in accordance with the above price mark. It is important that this rule be strictly complied with, so as to secure uniformity in prices, which experience has demonstrated to be of great benefit to the profession.

Only such page numbers as are required by cross references are given here.

#### Drugs.

Acid, boric, com'l, 1 oz. .05; 2 oz. .10; 4 oz. .15; 8 oz. .25; 16 oz. .40.  
boric, O. P., 1/2 oz. .05; 1 oz. .10; 2 oz. .15; 4 oz. .25; 8 oz. .40; 16 oz. .75.  
carbolic, C. P., 1 oz. .05; 8 oz. .40; 16 oz. .75.  
muriatic, com'l, 16 oz. .10.  
nitric, com'l, 16 oz. .15.  
sulphuric, com'l, 16 oz. .10.  
oxalic, 1 oz. .05; 4 oz. .15.  
tartaric, 1 oz. .05; 4 oz. .15.  
Alum, lump, 2 oz. .05; 16 oz. .20.  
powdered, 1 oz. .05; 16 oz. .20.  
Ammonia, aqua, 4 F., 4 oz. .05; 16 oz. .15.  
household, 16 oz. .10.  
carbonate, 2 oz. .05.  
muriate, com'l, 8 oz. .05; 16 oz. .20.  
Antikamnia, see page 12.  
Alcohol, see page 22.  
Atomizers, see page 26.

Bay Rum, domestic, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
imported, 1 oz. .10; 2 oz. .15; 4 oz. .25; 8 oz. .40; 16 oz. .75.  
Benzine (qt. .15; gal. .30), 16 oz. .10.  
Bismuth, sub-nit, dr. .05; 1 oz. .25.  
Borax, lump, 2 oz. .05; 16 oz. .20.  
powdered, 2 oz. .05; 16 oz. .20.  
Blue mass, single dose, 10 grs., .05.  
Brown mixture, 1 oz. .05.  
Brimstone, 16 oz. .10.  
Bromidia, see page 20; 1 oz. .30.  
Borolyptol, see page 20; 1 oz. .10.  
Camphor, gum, 1 oz. .05.  
spirits, see page 8.  
Calomel, dr. .05; 1 oz. .25.  
Chalk, drop, 2 oz. .05.  
precipitated, 2 oz. .05.  
Chamomile, German, 1 oz. .05.  
English, 1 oz. .05.  
Chloroform, com'l, 1 oz. .10.  
purified, 1 oz. .15.  
Squibb's, 1 oz. .25.  
Cocoa butter, 1 oz. .05.  
Corrosive sublimate, 1/2 oz. .10; 1 oz. .15.

Cream tartar, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
Cotton, see page 26.  
Creosote, see page 20.  
Cuttle bone, see page 12.  
Dovers powder, 10 grain, .05.  
Elixir, 1 oz. .05; 4 oz. .15; 16 oz. .75.  
Elm bark, 2 oz. .05; 4 oz. .10.  
powdered, 1 oz. .05; 4 oz. .15.  
Essence, ginger, 1 oz. .05.  
lemon, 1 oz. .05; 8 oz. .25.  
peppermint, 1 oz. .05.  
peppin, N. F., 1 oz. .10; 4 oz. .35; 8 oz. .85.  
Fairchild's, 1 oz. .15; 4 oz. .45.  
wintergreen, 1 oz. .05.  
Extract, vanilla, 1 oz. .10.  
cascara fluid, P. D., 1 oz. .25.  
Foods, see page 16.  
Fuller's earth, 2 oz. .05; 4 oz. .10; 16 oz. .25.  
Gasoline, 16 oz. .10.  
Glycerin, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
suppositories, see page 12.  
Glycothymoline, see page 20; 1 oz. .10; 2 oz. .15.  
Gum Arabic, sorts, 1 oz. .05.  
select, 1 oz. .10.  
tragacanth, 1 oz. .10.  
Hamamelis, 2 oz. .05; 4 oz. .10; 16 oz. .20.  
Hayden's Vib. Co., see page 20; 1 oz. .20; 4 oz. .75.  
Hops, 1 oz. .05; 4 oz. .15; 8 oz. .25.  
Insect powder, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
Iodoform, 1 oz. .75.  
Lactopapine, dr. .15; 2 dr. .25; 1 oz. .85.  
elixir, 1 oz. .15; 16 oz. 1.25.  
compounds, 1 oz. .15; 16 oz. 1.25.  
Lime, chloride of, 4 oz. .05; 8 oz. .10; 16 oz. .15.  
Listerine, see page 14; 1 oz. .10.  
Laudanum, see page 10.  
Lead, sugar of, 1 oz. .05; 4 oz. .10.  
Icotic powder, comp., 1 oz. .05; 4 oz. .15; 16 oz. .60.  
Liniment, chloroform, 1 oz. .10.  
soap, 1 oz. .05.  
Linseed meal, 16 oz. .10.  
Lysol, 1 oz. .10.  
Lycopodium, 1 oz. .10.  
Magnesia, carb., 1 oz. .05.  
citrate sol., see page 12.  
Malt preparations, see page 18.  
Moth balls, 16 oz. .10.  
Mustard, English, 1 oz. .05; 4 oz. .15; 16 oz. .60.  
Oil, camphorated, 1 oz. .05; 4 oz. .15; 16 oz. .60.  
cod liver, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
cotton seed, 2 oz. .05; 16 oz. .40.  
cloves, 2 drs. .10; 1 oz. .25.  
linseed, boiled, 2 oz. .05; 16 oz. .20.  
raw, 2 oz. .05; 16 oz. .20.  
neatsfoot, 2 oz. .05; 16 oz. .20.  
olive, 1 oz. .05; 4 oz. .20.  
peppermint, 1 oz. .25.  
sassafras, 1 oz. .10.  
sperm, 2 oz. .05.  
wintergreen synth., 1 oz. .10.  
pure, 1 oz. .25.  
Ointment, blue, 1/2 oz. .05; 1 oz. .10.  
carbolic, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
cold cream, 1 oz. .10.  
zinc oxide, 1 oz. .10.  
Paregoric, see page 10.  
Patent medicines, see page 14.  
Paraffin, 2 oz. .05; 16 oz. .25.  
Pepsin, sacch., 1 oz. .25.  
pure, dr. .15; 1 oz. .75.  
Fairchild's, dr. .15; 1 oz. .75.

#### Page 8.

Phenacetine, see page 12.  
Pills, see page 20.  
Plaster paris, 8 oz. .05; 16 oz. .10.  
Potash, bromide, 1 oz. .10.  
carbonate, 1 oz. .05.  
chlorate, 1 oz. .05.  
iodide, 1 oz. .25.  
nitrate, 2 oz. .05.  
Babbitt's  
Pumice stone, 2 oz. .05; 8 oz. .10.  
powdered, 1 oz. .05; 8 oz. .10.  
Quinine, 1/2 dr. .10; 1 dr. .15; 1 oz. .50.  
P. & W. original bottle, 1 oz. .65.  
Quicksilver, 1 oz. .10.  
Salts, Epsom, 4 oz. .05; 16 oz. .10.  
glauber, 16 oz. .10.  
Rochelle, 1 oz. .05; 4 oz. .15; 16 oz. .40.  
and senna, 1 oz. .05.  
Saffron, American, 2 dr. .05.  
Senna, 1 oz. .05.  
Seed, anise, 1 oz. .05; 4 oz. .15.  
bird, plain or mixed, 16 oz. .10.  
cardamom, dr. .05; 1 oz. .20.  
fennel, 1 oz. .05; 4 oz. .15.  
fear, 16 oz. .10.  
sunflower, 16 oz. .10.  
Sedlitz powders, see page 12.  
Sodium, bromide, 1 oz. .10.  
bi-carb., 4 oz. .05.  
phosphate, 1 oz. .05; 4 oz. .10; 16 oz. .35.  
Solution boric acid, 1 oz. .05.  
cor. sub., 2 oz. .05.  
Dobell's, 1 oz. .05; 16 oz. .25.  
Spirits camphor, 1 oz. .05; 4 oz. .20; 8 oz. .35; 16 oz. .60.  
nitre, U. S. P., 1 oz. .05.

Spermaceti, 1 oz. .05.

#### Page 10.

Sulphur, 2 oz. .05; 16 oz. .10.  
Sulphur, roll, 4 oz. .05; 16 oz. .10.  
Sugar of milk, 1 oz. .05; 4 oz. .10; 16 oz. .40.  
Sugar of lead, see page 6.  
Sulfonal, see page 12.  
Suppositories, see page 12.  
Syrup ipecac, 1 oz. .05.  
Iron iodide, 1 oz. .15.  
all others, incl., 1 oz. .05.  
Tincture arnica, 1 oz. .05; 4 oz. .20; 8 oz. .35; 16 oz. .60.  
Iodine, 1 oz. .10.  
decolor., 1 oz. .15.  
optum, 1 oz. .10.  
deod., 1 oz. .15.  
camph., 1 oz. .05.  
all others, 1 oz. .10.  
Toothache drops, 2 drs. .10. incl.  
Trional, see page 12.  
Turpentine, 4 oz. .05; 16 oz. .15.  
Toilet articles, see page 24.  
Water, lime, see page 12.  
rose, 1 oz. .05; 4 oz. .15; 16 oz. .50.  
Wax, white, 1 oz. .05.  
yellow, 1 oz. .05.  
Zinc, sulphate, 1 oz. .05.

#### Page 12.

Antikamnia, dr., .25.  
5 gr. powd., 8 for 10; doz. .30.  
5 gr. tab., 8 for 15; doz. .25.  
Cuttle bone, 2 small pieces, .05.  
1 large piece, .05.  
Glycerine suppos., 6 for .15; 12 for .25.  
Lime water, pt. .05.  
Magnesia, citrate sol., bot. .20, re-bate .05.  
Phenacetine, dr. .30.  
5 gr. powd., 8 for 10; doz. .30.  
5 gr. tab., 8 for 15; doz. .25.  
Sedlitz powders, each .05; 3 for .10; 12 for .25.  
Sulfonal, dr. .40; 2 drs. .75.  
Trional, dr. .50; 2 drs. .85.

#### Page 14.

#### Patent Medicines.

All patent and proprietary medicines excepting those specified below at the following minimum prices:  
All 5c., 10c. and 15c. articles, full price.  
All 25c. articles not less than .20.  
All 35c. articles not less than .25.  
All 50c. articles not less than .45.  
All 60c. articles not less than .55.  
All 75c. articles not less than .65.  
All \$1.00 articles not less than .85.  
All \$1.25 articles not less than 1.10.  
All \$1.50 articles not less than 1.25.  
All \$2.00 articles not less than 1.75.  
The following articles are exceptions and must not be sold for less than prices stated:  
Fellows' Syr. Hypophosphites, \$1.00.  
Mariana Wine, .80.  
Listerine, .67.  
Cuticura Resolvent, .39; .74.  
Cuticura Salve, .89.  
Cuticura Soap, .20.  
Scott's Emulsion, .39 and .74.  
Carter's Pills, .15.  
Warner's Safe Cure, .89.  
Fond's Extract, .85; .67.  
Platt's Chlorides, .40.  
Bromo Seltzer, .10; .20; .40; .75.  
Wampole Cod Liver Oil, .74.  
Sesodant, .80.

#### Page 16.

#### Beef Extracts.

While no quotations are given under this head, the following list is printed, the prices being left blank: Armour's, Armour's, soluble; Liebig's, Cudahy's, Moesquera's, Swift's, Sonatose, Armour's, Liquid Beef, Moesquera's Liquid Beef, Wyeth's Liquid Beef, Valentine's Liquid Beef.

#### Foods.

The following foods are listed, no prices, however, being given: Carnrick's Soluble Food, Cereal Milk, Eskay's Food, Horlick's Food, Imperial Granum, Lacto Preparaata, Malted Milk, Milkene, Mellen's Food, Nestle's Food, Peptogenic Milk Powder, Ridge's Food.

#### Liquid Malts.

Best Tonic, .20.  
Malt Nutrine, .20.  
Hoff's Malt, .30.  
Hoff's Malt, Tarrant's, .30.  
Wyeth's Malt, .25.

#### Plasters.

Alcock's, .15.  
Ashley's Electric, .25.  
Benson's plaster, .20.  
Carter's smartweed and belladonna, .20.  
Collins' Voltaic, .20.  
Cuticura, .20.  
Bellcapsic, .20.  
Munyon's, .20.  
Raymond's Pectoral, .20.  
Red Cross kidney, .25.  
Red Cross, .25.

## Page 20.

## Pills.

Quinine, per doz., 1 gr. .05; 2 gr. .08; 3 gr. .10; 4 gr. .15; 5 gr. .20. capsules, same price as pills.  
 Aloin, strychn. and bellad., .10 per doz.  
 Lapsatic, .10 per doz.  
 Asafoetida, .10 per doz.  
 Compound cathartic and improved, .10 per doz.  
 Podophyllin, up to  $\frac{1}{4}$  gr., .10 per doz.  
 All other pills not less than .10 per doz.

## Pharmaceutical Patents.

Alettris cordial, oz. .20; bot. .85.  
 Bromidia, oz. .80; bot. .85.  
 Borolyptol, oz. .10; bot. .85.  
 Celerin, oz. .20; bot. .85.  
 Creolin, oz. .10.  
 Creolin, original bottle, .85.  
 Hayden's Viburnum Compound, oz. .20; 4 oz. .75.  
 Glyco-Thymoline, oz. .10; bot. .85.  
 Iodia, oz. .20; bot. .85.  
 Pinus Canad., dark, Kennedy's, oz. .20.  
 Pinus Canad., white, Kennedy's, oz. .20.

All preparations of this character not herein mentioned at schedule prices.

## Page 22.

## Tablet Triturates.

Tablet triturates, doz. .10; 100 .40.

## Tablets.

Lithia tablets, Warner's, 3 gr. .20; 5 gr. .25.  
 Wyeth's, 3 gr. .25; 5 gr. .35.

## Alcohol.

Alcohol, grain, 2 oz. .05; pt. .40; qt. .75; gal. \$3.00.  
 wood, pint .20.

## Page 24.

## Face Powders.

Saunders' powder, box .35.  
 Possoni's powder, box .40.  
 La Blanche powder, box .40.  
 Swan Down powder, box .15.  
 Gosamer powder, box .25.  
 Palmer's powder, box .25.  
 Java, box .40.

## Talcum Powder.

Lasell's, box .10.  
 Fehr's, box .20.  
 Mennen's, box .20.  
 Colgate's, box .20.

## Page 26.

## Sundries.

Catheters, hard, each .20.  
 soft, each .35.  
 Nipples, each .05.  
 Nursing bottles, each .05.  
 Medicine droppers, each .05.  
 Glass tubes, each .05.  
 Gruel tubes, each .10.

## Absorbent Cotton.

Pkgs.,  $\frac{1}{2}$  oz. .05; 1 oz. .10; 2 oz. .15; 4 oz. .20; 8 oz. .30; lb. .40.

## Gauzes.

Plain, in cartons, yd. .10.  
 in glass, yd. .20; 5 yd. pkgs. .85.  
 Medicated, in glass, 1 yd. .20; 5 yds. .85.  
 Iodoform, 5 per cent., 1 yd. .40; 5 yds. \$1.75.  
 10 per cent., 1 yd. .50; 5 yds. \$2.00.  
 Oiled silk, 1 yd. \$1.25;  $\frac{1}{2}$  yd. .40.

## Rubber Goods.

All atomizers, syringes, hot water bottles, and all rubber goods not herein specified, not less than 50 per cent. advance over cost price.

## Bottles.

Unless otherwise specified, all containers to be charged for.

in opposition, the motion failed to receive the necessary 26 votes, and the bill is now in the Assembly.

It is of the utmost importance that the annual registration feature of our law be retained. The experience of all the Boards of Pharmacy in the country goes to show that periodical registration is absolutely necessary to enable the Board of Pharmacy to keep in touch with and properly control the practice of pharmacy.

Forty-seven of the States and Territories of this country have pharmacy laws, and 32 of them contain this feature. Our own Board of Pharmacy has found that throughout the territory over which the so-called State Board of Pharmacy had jurisdiction, where no re-registration was required, many drug stores and pharmacies have been run for years without any licensed pharmacist or druggist therein, and otherwise insufficiently equipped for the proper practice of pharmacy; a pharmacy law without annual registration comes pretty near being a dead letter.

The attendance at our next convention at Buffalo promises to be the largest our Association has ever had, and if experience should indicate that some amendments to the law are desirable they can then be discussed and intelligently formulated.

Write to your Senator and Assemblyman to stand by the present pharmacy law, and oppose all amendments thereto. Do this now. It will cost you but a few moments' time and a two-cent stamp, and will aid the cause of pharmacy in this State at this its most critical period.

## ACTION OF THE ERIE COUNTY PHARMACEUTICAL ASSOCIATION.

At a largely attended meeting of the Erie County Pharmaceutical Association, held March 11, 1901, the following resolution was unanimously adopted:

Resolved, That this association urges the Senators and Assemblymen from this county to vigorously oppose all amendments to the new All-State Pharmacy Law.

J. A. LOCKIE, President.  
 S. A. GROVE, Secretary.

## STATE BOARD ON THE PROPOSED AMENDMENTS TO THE PHARMACY LAW.

## Issues a Statement Calling on the Members of the State Pharmaceutical Association to Oppose Bills Now in the Legislature.

Under date of Buffalo, March 12, and addressed to the members of the New York State Pharmaceutical Association, Robert K. Smither, president of the State Board of Pharmacy, has issued the following circular:

The new All-State Pharmacy law, which went into effect January 1, 1901, was unanimously approved by our association at its convention held at Newburgh last June, and it was the consensus of opinion of all the members there assembled that it should have at least one year's trial without alteration or amendment.

So far as we can judge from the operation of the law to date it appears admirably adapted to its purpose, and deserving of the support of all pharmacists who favor the uplifting of their profession and a proper regulation of its practice.

Public safety and the interests of pharmacy are at the present time menaced by an unusual number of proposed amendments to the law, now pending in the Legislature, all of them calculated to materially weaken, and some to practically nullify, its provisions. Among the most objectionable of these are the following:

By Assemblyman S. W. Smith, granting druggists' licenses, without examination, to persons making affidavit to three years' experience.

By Senator Malby, exempting apothecaries in State institutions from the provisions of the Pharmacy act.

By Senator Donnelly and Assemblyman Rainey, wiping out a number of the most essential features of the law and practically making it impossible for the board to enforce the fraction that would remain.

By Senator Thornton, striking out the registration of stores.

Notwithstanding that pharmacy bills, introduced in either house, should properly be referred to the Committee on Public Health, Senator Malby's bill was referred to the Senate Committee on Finance, of which he is a member, and Senator Thornton's to the Committee on Judiciary of which he also is a member.

The latter bill was reported out of committee without a hearing and the roll call on its passage had well advanced before the friends of pharmacy had discovered the purport of the bill. After having laid on the table for a day or two, an effort was made to reconsider the passage of the bill, and although 21 votes were cast for reconsideration against 16

## Another Hearing on the Donnelly Bill.

Albany, March 21.—A hearing was held to-day before the joint Public Health Committee of the Senate and Assembly on the bill introduced in the Senate and Assembly by Senator Donnelly and Assemblyman Rainey respectively. The hearing was largely attended, there being delegations present from Buffalo, New York, Albany and Middletown. Senator Audette of the Senate Committee presided, assisted by Assemblyman Dr. Nelson H. Henry of the Assembly Committee. Prominent among those in attendance at the hearing were R. K. Smither, J. A. Lockie, Willis G. Gregory, W. H. Rogers, W. L. Bradt, Felix Hirseman, William Muir, George Kleinau, Dr. A. L. Goldwater, Julius Levy and George H. Hitchcock.

The hearing was limited to one hour, and the speechmaking was accordingly brief. The chief argument against the bill was made by R. K. Smither, the president of the board, who was followed by Felix Hirseman, president of the State Association. The principal point made in opposition to the bill was against the contemplated reduction of revenue. After considerable talk concerning this, Dr. A. L. Goldwater, on behalf of the Greater New York Pharmaceutical Society, the New York Retail Druggists' Association and the New York Medico Pharmaceutical League, agreed to withdraw that portion of the bill objected to.

Dr. Goldwater said he would, however, insist upon a fairer representation for the druggists of the Eastern Section, and made this the strongest feature of his argument. A plea was made for at least a year's trial of the bill before making any attempts to amend it. Dr. Goldwater replied that the bill, so far as his section (the Eastern Section) was concerned, had had a year's trial, and if another year were granted opportunity would be given for the election of the same officers, or others of their choosing. He read telegrams from several societies in Greater New York in support of the measure, and quoted largely from the report of the Committee on Legislation of the State Pharmaceutical Association, and read editorial and news articles from various drug journals in support of his case.

The hearing was closed without any indication being given as to the probable fate of the bill, though the friends of the measure are hopeful of its passage. After adjournment all the delegates in attendance buried their differences and united in opposing the Malby and Smith bills, which will probably never pass the committee stage.

## NEW YORK STATE ASSOCIATION PREPARING FOR THE ANNUAL MEETING.

Arrangements for the annual meeting of the New York State Pharmaceutical Association which will be held at Buffalo during the first week of June next, are almost completed and the Entertainment Committee, which is serving under the auspices of the Erie County Pharmaceutical Association, has issued a circular of information to the members, which reads as follows:

The time has arrived when the members of the N. Y. S. P. A. should begin to hear something about its next annual convention, to be held in this city on the 4th, 5th, 6th, 7th and 8th of June, 1901. It may not be generally known that the next convention will take place three weeks earlier than usual. This earlier date was decided upon so that those in attendance could be the better cared for and when the visitors to the Exposition would not be so numerous as to prove a hindrance. Indeed, it is the only date that will not interfere with other conventions, thus insuring good and ample accommodations for all who decide to attend. It is the hope and belief of the committee that this will be the most largely attended convention in the history of the association. We are preparing for a "peace army," and we sincerely hope not to be disappointed. Let every member make arrangements to come and bring one or more new members. Let there be a great awakening among you and a glorious uprising among all the druggists of the State.

Arrangements have been made for a large and easily accessible convention hall and headquarters. All railroads will make large concessions, probably without certificates. By that time the Exposition will be well open and smoothly running. The committee have added one day to the time, which will allow all sessions to take place in the morning of each day and give an opportunity to visit the Exposition on afternoons. Arrangements are also in progress to provide entertainments each evening.

Come with a determination to help maintain and to uphold the organization that works for your welfare, first, last and all the time. (The last of the great efforts of the organized druggists is the repeal of the war tax, which takes effect July 1, 1901.)

### HOTEL ACCOMMODATIONS.

The committee has arranged for headquarters at the Hotel Columbia. Here you will find all the comforts and conveniences of an up-to-date hotel, newly furnished from cellar to roof. Every care will be taken to make the stay of our members pleasant and agreeable. Four floors of this hotel have been reserved, sufficient to accommodate 450 persons; price of rooms are \$1 to \$2.50 per day for each person, "European plan."

We would ask you to reserve your rooms immediately through the secretary or any one of the committee or with the Columbia Hotel direct; by so doing you will assist us in providing proper accommodations for all. The committee is preparing a very elaborate program of entertainments, which will be announced later.

The circular is signed by Thomas Stoddart, secretary.

## BROOKLYN DRUGGISTS JOINING THE LOCAL SOCIETY.

### Kings County Pharmaceutical Society Meets.

The regular monthly meeting of the Kings County Pharmaceutical Society was held on March 12 in the lecture room of the Brooklyn College of Pharmacy. There was a large attendance, with President Oscar C. Kleine, Jr., in the chair and Dr. Frederic P. Tuthill acting as secretary.

Following the reading and approval of the minutes of the last meeting, the following new members were unanimously elected: Henry B. Smith, Sigmond Kapold, George N. Lawrence, Robert H. Lisberger, John A. Wingefeld, George Weber, Emil A. Wilkins, Oscar Ehrhardt, Jacob Seby, Otto C. Holm, William S. Campbell, Lewis A. Conklin, Paul Von Scheidt, Samuel C. Lovejoy, William F. Morgan, Charles L. Gesell, Frederick Schaeffer, Victor H. Kapold, William C. Conrad, John M. Oppor, H. J. Feder, Louis A. Behm, Conrad W. Braentigam, F. O. Milde, Richard Hazel, Eugene F. Lohn, J. A. Wellenberger, Harry J. Scheidt, W. P. K. Schlatter, Samuel J. Naybeck, A. Hatscher, Charles A. Kumbel, M. Schneider, A. D. Linderman and W. H. Alberts.

The following applications for membership were posted:

C. T. de Vires, Sayville, L. I.; Frank V. Race and S. I. Vanderbeck, Islip, L. I.; Andrew Layhr, Arthur Bragg, Paul F. Wellenberger, Louis Thurn and Emil C. Kranocke.

It was stated that the membership was nearing the 400 mark, and the report of Treasurer Peter W. Ray, next read, showed that there was a college balance of \$5,327.28, and a society balance of \$263.78. The degree of Graduate of Pharmacy was conferred by Dean Bartley upon John F. Schonewald.

Wm. Muir got the floor to read an editorial article from the AMERICAN DRUGGIST for March 11, in which credit was given to F. E. Holliday, the chairman of the Executive Committee of the National Association of Retail Druggists, for conducting the negotiations leading to the success of the movement for the maintenance of prices in Greater New York. This member appeared to be much worked up over the matter and denied angrily that Mr. Holliday had done anything to further the movement in this city. Mr. Muir was supported by a close associate and a gentleman connected with another organization. It was not easy to understand the motive of the attack. Whether it was that somebody's light had been dimmed, or that Mr. Holliday had succeeded where some other individual had failed, was not made clear.

William Muir, as chairman of the Legislative Committee, reported on the various bills affecting pharmacy before the Legislature, and as chairman of the local Conference Committee of the National Association of Retail Druggists was called upon for a report relative to the formulated price-list adopted by that organization. Mr. Muir turned this task over to Professor William C. Anderson, who spoke at length upon the good results already accomplished.

It was decided on motion to allow the Conference Committee of the National Association of Retail Druggists to draw upon the society to the extent of \$100 to continue their work of establishing uniform prices.

## GREATER NEW YORK.

Wm. Hurd, formerly manager of Sands' drug store, Tenth street and Avenue C, is no longer connected with that house.

Frank Omo, of Omo & Co., Chicago; Thomas I. Delano, of Delano's Sons & Co., of Boston, and Ralph P. Hoagland, of Boston, were recent visitors in town.

Herman Tappen, manufacturer of perfumery at 70 Reade street, sustained a heavy loss by the fire in his premises early on the morning of March 15.

Roland S. Pettit, formerly treasurer of the Pettit Chemical Co., of No. 256 Front street, was arrested recently in this city on a charge of giving a worthless check in payment of a hotel board bill, and held for examination.

William J. Quencer, proprietor of the drug store at 400 West Fifty-seventh street, suffered a \$1,500 loss by fire a short time ago. The flames were communicated to his pharmacy from an adjoining store where the fire originated.

George P. Hermes, Ph. G., formerly of New York city, is now connected with S. T. Lyman's pharmacy, in Pelham, N. Y., where he has the position of manager, and his many friends in the trade will be glad to know that he is doing well.

The Bayonne, N. J., Druggists' Association contemplates a banquet to be held shortly. The officers of the association are: John D. Peterson, president; Charles H. Landell, vice-president; Max Strauss, secretary, and William Whitehead, treasurer.

Fire visited the wholesale drug establishment of the Kress & Owen Co., 221 Fulton street, early on the morning of March 19, and caused a damage of several hundred dollars, mainly through the flooding of the floors in the effort to extinguish the flames.

The twentieth annual ball of the New York Retail Druggists' Association at Terrace Garden was most successful. Over 800 persons were present, and the dancing was preceded by a concert. The grand march was led by Dr. S. Harkavy and Miss Irene Pinkowitz, and the programme and general arrangements were all that could be desired.

With the first breath of spring, "Jack" Stead, of the Whittall Tatum Co., has been rummaging about to get his fishing tackle into good shape. As an expert trout fisherman Mr. Stead is said to rival Izaak Walton. He is said to think nothing of tramping 20 or 25 miles up stream, and that he generally has good luck is evidenced by the liberal manner in which his friends are remembered during his absence.

Macomb G. Foster, of Fairchild Bros. & Foster, was a member of the jury that convicted Roland B. Molineux. He was called again recently as a talesman in the March panel of the Federal Grand Jury. He told Judge Thomas and asked to be excused, explaining that his business had suffered from his extended jury duty in the State court. He was permitted to go, the judge holding that he had done his full duty as a citizen.

George F. Moulton, who is well and widely known throughout the drug trade of the United States, has suffered a great loss in the death of his wife, Augusta Caroline, which occurred at their home in Newark, N. J., on March 9. Mrs. Moulton frequently accompanied her husband on his business trips and thus became known to a great many members of the drug trade in the different cities, who will be pained to learn of her untimely death. Mr. Moulton has for many years been connected with the house of Henry Allen.

The New York Section of the Society of Chemical Industry met at the Chemists' Club, 108 West 55th street, on last Friday evening, March 22, when the following papers were read: F. Schniewind, "The Manufacture of Illuminating Gas in Otto-Hoffmann Ovens;" Clifford Richardson, "Uniformity in Technical Analysis;" A. P. Van Gelder, "Notes on Nitric Acid and Mixed Acid Analysis." The usual informal dinner before the meeting took place at the Hotel Grenoble, Seventh avenue and Fifty-sixth street.

Within the next two weeks the M. J. Breitenbach Co., at present located at 68 Murray street, expect to be comfortably quartered at their new building, 53 Warren street. An eight-year lease has been obtained for the building which is a five-story and basement structure with a marble front. It is 25 by 65 feet, which means a floor surface of 9,750 feet. The offices will be located on the ground floor, and repairs are now being made to suit the incoming tenants. This includes new flooring, steam elevators, and many modern improvements in lighting and heating.

Although Dr. Henry H. Rusby, the professor of physiology, botany and materia medica of the College of Pharmacy of the City of New York, has never enjoyed the title of Dean—an official position common in most colleges—by the action of the Board of Trustees at a recent meeting he was unanimously chosen to fill the position and bear the title. Dr. Rusby has for long been the leading spirit in every movement tending for the betterment of the institution, and the bestowal of the title simply confirms him in an office which he has earned by years of devotion to the interests of the college.

The alumni day entertainment of the New York College of Pharmacy will be held April 24, 1901, at 2.30 p. m., at the college, 115 West Sixty-eighth street, Manhattan. The programme is to be rendered entirely by professional entertainers and the affair is to be a typical alumni event. Tickets will be supplied gratis and can be obtained from any of the members of the committee. The annual alumni meeting will be held immediately after the performance. The committee is composed of Edward A. Meinecke, '97, chairman, 14 Platt street, New York city; Edward Pfaff, '99; Fred. Borggreve, '93; T. Bruce Furnival, '98, and George J. Durr, '95.

An involuntary petition in bankruptcy has been filed against James A. Baldwin, who did business as the Ward Drug Company, dealer in proprietary medicines, at 54 Warren street, by the following creditors: Hinde & Dauch Paper Company, \$125; James Leo Company of Jersey City, \$500, and Louis Brick, proprietor of the American Addressing and Mailing Company, \$119. It was alleged that he is insolvent, has transferred portions of his property to several creditors to prefer them, and on February 23 conveyed a part of his property to a corporation called the Ward Drug Company. This was incorporated on February 23 with a capital of \$1,000. He has been in business about a year.

Martin H. Smith, president of the M. H. Smith Pharmaceutical Co., 68 Murray street, and M. J. Breitenbach, president of the M. J. Breitenbach Co., left this city early in March for a week's duck shooting on the Chesapeake Bay. Reports from that locality would seem to indicate that the sportsmen were unusually successful. On the first day they brought down 70, and the ducks are said to be sorry they came. It has even been intimated that the good people of Maryland are thinking of introducing a law into the State Legislature prohibiting the two men in question from again visiting the territory, especially on a duck-shooting expedition. Old fishermen and hunters claim that it is the greenhorn who bags the game on the first trip and this may be true if the story told by E. G. Wells is authentic. Before they started Mr.

Wells learned through conversation that they intended going down to shoot decoy ducks.

#### PARKE, DAVIS & CO'S NEW WAREHOUSE.

Convincing evidence of the way in which the business of Parke, Davis & Co. is annually overflowing its prescribed limits was given last week, when the firm leased the six-story and basement brick building at 307 Pearl street, to accommodate the increasing call for more storage room.

The building is a new one and is being rapidly put into shape for warehouse purposes. In talking of the latest addition, which will be used largely for storing imported goods, William B. Kaufman, of the importing department, said to an AMERICAN DRUGGIST representative:

"For several years now the floor space we have in this building—90 to 94 Maiden Lane—has been too small for us. We have been absolutely compelled to place many of our goods in public warehouses, and now seek other quarters for storing the imports because the other departments have been overreaching upon us, and the new building will remedy all this.

"In it we shall have at our command fully 17,500 square feet, for the new structure is 25 by 100 feet, and there are seven floors, when you include the basement. The building is convenient, being located between Beekman street and Ferry, has electric lights throughout, a big freight elevator, and is as near fire proof as it is possible to make it.

"We are already sending all our new importations into the building and within a month or two it will probably be well stocked, and the crowded condition of our other departments will be relieved."

This new building, in conjunction with the floor space they now occupy at 90 Maiden Lane, gives them about 40,000 square feet for storing crude drugs, gums, etc.

#### AMERICAN CHEMICAL SOCIETY ANNIVERSARY.

The New York Section of the American Chemical Society will celebrate the twenty-fifth anniversary of the society on Friday and Saturday, April 12 and 13. Books for registration will be opened at the Chemists' Club, 108 West Fifty-fifth street, on April 12 at 10 a. m., and programmes will be there for distribution; at 1 p. m. on the same day luncheon will be served at the same place, and at 2.30 p. m. the first session will be held, while there will be another session at 8.30 p. m. Saturday will be devoted to visits and excursions, and in the evening a subscription dinner will be held.

The president of the society, Dr. F. W. Clarke, of the United States Geological Survey, Washington, will preside at all the meetings, and addresses will be made by Dr. Harvey W. Wiley, chief chemist of the Department of Agriculture, Washington, and Prof. Chas. F. Chandler, of Columbia University; and historical papers will be read by Prof. Bolton, of Washington; Prof. Hale, of Brooklyn, and Prof. Barcerville, of the University of North Carolina.

#### Upjohn Pill and Granule Co. to Move.

On May 1 the Upjohn Pill & Granule Co., which now occupies the ground floor and basement of No. 92 Fulton street, opposite McKesson & Robbins, will remove to the five-story and basement building at No. 48 Vesey street, a block and a half west of the Astor House.

In their new quarters, for which they have a ten years' lease, the house will have practically three times the space that they now occupy. This has been necessitated by the rapid growth of the Eastern business of the company, the increasing demand making it imperative to carry a full stock which in its turn makes room a most necessary factor.

"We shall occupy the entire building," said Mr. F. L. Upjohn, in talking of the change the other day, "and that will give us a floor space of 15,000 feet and a chance to still further extend. The owners of the building are refitting it throughout particularly for our purposes at a cost of about \$4,000, and we shall be able in our new home to handle our trade to more advantage, serve our customers better and quicker, and carry a larger stock. New flooring is to be put in throughout; there will be a steam elevator, and the building will be steam heated. The whole of the second floor will be used as offices, and we expect to be most comfortably located, both as regards ourselves and as regards our trade."

#### Lehn & Fink in Their New Home.

After months of hurried preparation, for the fire in their William street establishment necessitated prompt action, the drug house of Lehn & Fink has removed from its temporary quarters at Nos. 77 and 79 Beekman street to the new and



handsome fire proof structures at No. 120 William street and No. 79 John street.

It had been originally intended by the firm to take possession on May 1 of this year, but the contractors worked night and day since the conflagration at their old house, with the result that moving began last Saturday, and by the end of the present week it is hoped that things will be running as smoothly as ever.

The new quarters of the drug house consist of two handsome fire proof brick eight-story and basement buildings. The fronts are in the handsome white enameled brick, and over the entrance, which is on the William street side—the John street building to be used only for shipping and receiving purposes—is a handsomely carved portico, and the name of the firm carved in stone.

The claim is made that the structure is the most modern drug establishment in the world. It has been built especially for the purposes to which it will be put, and its architect, Robert Maynicke, has erected many of the largest buildings in the city. The dimensions of the William street building are 25 x 156 feet, and the John street structure, 25 x 130 feet, thus giving a gross floor space of 63,000 square feet.

In the basement will be the storage and sponge department, and on the ground floor, on the William street side, will be the offices, while the John street side of that floor will be used for the receiving and shipping of goods.

The other floors are used as follows: Second floor—William street building, sundries; John street building, open stock of patents.

Third floor—William street building, pharmaceuticals; John street, packing and checking of orders.

Fourth floor—William street building, Eisner & Mendelsohn stock; John street, full packages of patents.

Fifth floor—William street building, full packages of botanical drugs; John street, open packages of botanical drugs.

Sixth floor—William street building, chemicals; John street, crude drugs.

Seventh floor—William street building, the manufacturing and boxing of perfumery, by girls; John street, net goods.

Eighth floor—Both buildings, laboratory.

No appliances, no methods that are used in modern buildings for the rapid and correct handling of a great volume of business, and no devices that can conduce to the comfort, the convenience and the safety of the great army of employees have been omitted from the immense establishment. Toilet conveniences are numerous, the steam heating apparatus is of the latest design; there are three freight elevators, one for passengers, and incandescent and arc lights throughout.

Even though the building is fire proof no precautions against possible danger from that source have been omitted. There are sprinklers throughout, and a complete system of fire hose, by which 400 feet is available on each floor. In the basement, too, are vaults—one for the books and two for inflammable and combustible substances. A small yard will be used for the stocking of acids.

The office and the sundries room are furnished throughout in quartered oak, while the appointments are in the best of taste. The building is supplied with a perfect system of pneumatic tubes and a fire alarm, aside from which there is an interior telephone system, with 24 stations in the building alone. This is separate from a long distance telephone with two independent switchboards, comprising four trunk lines and seven branches. All the modern improvements, however, will not be confined to the offices, for the laboratory will contain a number of novel and labor saving devices and appliances.

## NEW YORK DRUGGISTS DISCUSS TRADE AFFAIRS.

### Manhattan Pharmaceutical Association Meets.

A well attended meeting of the Manhattan Pharmaceutical Association took place on March 18 at the College of Pharmacy. President Reuben R. Smith occupied the chair, while Secretary S. V. B. Swann read the minutes of the previous meeting, which were approved. Treasurer George H. Hitchcock made his report which showed a balance of \$284.

As chairman of the Legislative Committee, Mr. Hitchcock next made a full and exhaustive report of the various laws affecting pharmacists in the two branches of the Legislature at Albany. He told of the hearing on the Donnelly bill to take place on March 21, at which he would be present to oppose the proposed amendments. The bill was in the Health

Committees of both houses, and there would be present to talk against it representatives from the State Pharmaceutical Association, the German Apothecaries, the Kings County Pharmaceutical Society, the College of Pharmacy of this city, and the Board of Pharmacy of the State.

Besides opposing the Donnelly bill amending the present pharmacy law, Mr. Hitchcock stated that he was ranged against the Costello bill, which compels the State Board to grant a license on examination without experience; another measure which compelled the granting of a license on experience but without an examination, and the Thornton bill, which proposes to do away with the registering of drug stores in the State. The latter bill, he explained, had come up in the Senate, been voted on and passed through a misunderstanding. It had been put before the Judiciary Committee, when it should have gone to the Health Committee, and this had been done, too, in spite of telegrams to Albany requesting its holding until the pharmacists should have a hearing on it.

An effort had next been made to have it reconsidered, and here the strength of the organization had been shown. It is always a difficult matter to get a bill reconsidered, but they had managed to get 23 Senators to vote in favor of it. Only 16 voted against it, but for all that they lacked three of the necessary number of votes as it requires a majority of the entire body, or 26 votes, to go through. At present the bill is before the Assembly Health Committee and efforts will again be made to have it reconsidered in the Senate.

Mr. Hitchcock called attention to the fact that the revenue tax measure had passed both houses of Congress and that it was expected that it would be operative and the tax taken off pharmaceuticals about July 1. As for the amendment to the military code which does away with the military pharmacist with the commission of first lieutenant, and reduces him to the status of a hospital steward, that was sleeping in the Senate, where it was before the Military Codes Committee.

The speaker in conclusion urged his hearers to do what they could to impress upon their Senators the necessity of voting against the military pharmacist amendment, and spoke at length on the good that had already been accomplished. He held that it had been demonstrated that the druggists could get what they wanted from the lawmakers if they only went about it the right way and with determination. They had developed great strength and they should not lag behind in their efforts.

Reports were next read from the chairmen of the various new district organizations. Most of them were very favorable, and told of the numbers at the meetings, the enthusiasm aroused and the ease with which better prices and a living profit from the sale of patent medicines was being obtained.

The matter of a new constitution for the association was next fully discussed. Two vital changes had been proposed. One of these was that the two members of the Board of Pharmacy from the Manhattan Pharmaceutical Association should serve but one term. On motion of J. Maxwell Pringle this was withdrawn.

The other question was as to a salary for the secretary. This official had been serving without pay. It was at first proposed to make the remuneration \$50 annually, but after a full discussion in which Messrs. Goldman, Searles and Faber took part, this was changed to \$100 a year and adopted. The meeting then adjourned.

### Albany College Commencement.

Interesting commencement exercises at Odd Fellows' Hall and a banquet at the Hotel Ten Eyck, made the graduation of the class of 1901, Albany College of Pharmacy, on March 12, one of the most delightful and memorable events in the career of the young students.

Holding's orchestra opened the commencement exercises with DeKoven's "Foxy Quiller" as an overture. Following the prayer by Rev. J. Walter Sylvester came the address of welcome by Dr. Willis G. Tucker. Andrew V. V. Raymond, L. D., L.L. D., president of Union University, conferred the degrees. The address to the graduates was delivered by Rev. J. Walter Sylvester. George L. Southworth's valedictory was one of the features of the programme.

Dr. Alfred B. Husted awarded the prizes to the students receiving highest percentages in the subjects mentioned. Conspicuous among the winners was Miss Catherine Ross, of Hoosick Falls, the only lady member of the class. After the graduating exercises the alumni repaired to the ball room of the Ten Eyck, where the annual banquet was held. Covers were laid for 114 guests, among whom were a number of ladies.

## WESTERN NEW YORK.

### The Minimum Price Plan a Success—Preparing for the State Meeting—Buffalo Bowlers Beaten—Work of the Board.

Buffalo, March 20.—There is a generally good report of business in the Buffalo drug stores, some proprietors saying that last month was as good as they have had in a long time. The prescription demand is good and there is more than the average call for general articles carried by druggists. With the big summer before them a certainty the outlook is not bad. The volume of sales for the summer cannot fail to be large and if it is not cut up too much there will be a fair profit at least.

#### THE NEW MINIMUM PRICE PLAN

appears to be a success. Some of the druggists, when situated in fairly large districts by themselves, say that they are getting more than the schedule price. The leaving of several preparations open to competition affords the advertisers in the local papers opportunity to make their usual displays and get the credit of running their business just as before, so it may happen that the problem is not so difficult as it was supposed to be.

The next step in the minimum price plan is to prepare a form of salesmen's cards. When they are ready all city salesmen will be required to sign the agreement thus presented and if they refuse they will not be dealt with by any one in the arrangement. It is not expected that there will be any difficulty in this direction. Salesmen ought to cater to their customers enough to accede to such a proposition.

#### PREPARING FOR THE STATE MEETING.

There appears to have been a misunderstanding in regard to the taking of rooms by druggists who are to be in Buffalo for the meeting of the State Association in June. It is true that a circular has been issued which plainly states that rooms should be obtained immediately, but it may be that the visiting druggists are willing to take their chances and have failed to respond on that account. So far only a very few responses have been received. Let it be understood now that the reservations made by the Columbia Hotel are for a limited time only. In fact, the time has expired now, but as the circulars were not got out as soon as was expected the time will be held open awhile, but if no advantage is taken of the arrangement it may easily happen that there will be a bad snarl when the time comes. The committee asks that all who see this notice at once write for a room as directed by the circular. If they do not they must take the responsibility, as nothing more can be done for them. The fact is that nobody has any idea as to the accommodation of visitors for the summer. It seems to be settled that there is to be a great rush to the Pan-American Exposition and it may easily happen that accommodations such as one desires will run short, so it is safest to make a sure thing in time.

Dr. Gregory of Buffalo is apparently closing his grasp on the Victor Mineral Spring, which has been in controversy on the part of the members of the company that once owned it. Some sharp legal steps have been taken over it. The Doctor drove W. J. Doran to the wall by vacating his quit claim deed, and the further claim from having paid some taxes on it some time was ignored by the court, but when he tried to make Joseph A. Dingens pay \$640 which he held in claims against the company he was non-suited. The action was brought on the ground that Dingens was an officer (President), of the company, and had not filed the annual report of the company. The defense was that Dr. Gregory was also an officer. An appeal will be taken. The latest move is to obtain an order of sale, and the spring will be sold by the sheriff of Genesee county at Batavia on the 30th of April, to satisfy an execution for \$170 held by Dr. Gregory against the company.

#### THE BUFFALO DRUGGISTS' BOWLING CLUB

was defeated in Rochester in the match held there on the 8th. The Buffalo boys appear to have gone sea-sick on the way down by the way they went wild on the alleys. Then Rochester brought something like 200 "rooters" who set Rome howling every time Buffalo made a miss. The match was won by Rochester by 50 pins, although Buffalo won one of the two games. George Reimann was the only one of the 20 contestants who made a 300 score. Buffalo rollers were Perkins, Jenkins, W. H. J. Smith, H. C. Dedo, Eli Randall, Reimann, Keller, Van Every, Tyson, Hoffman, H. B. Smith and J. A. Lockie. Among others who went down were Grove, Dr. Drake, Zawadski, Laurier (Niagara Falls), De Courcey, Rose

Schwab and Max Zeller, the last named being now a Buffalo resident. The Rochester druggists turned out in a body to the banquet that followed the match, 78 in all sitting down to the elegant spread, Mr. Strassenburg acting as toastmaster. Buffalo feels decidedly sore over the defeat, and when Rochester makes the return match on the 19th of April, America's most historic day, it will go hard if the Flower City is not buried out of sight.

The University of Buffalo has had its fling at class rushes of late. The final scrimmage was not taken up by the pharmacy students, though they distinguished themselves early in the unpleasantness. It began with a rush between the medical and pharmacy freshmen and when the drug boys were coming out best the medical sophs struck in and helped their freshmen out. Later a scrap between the medical freshmen and the sophomores was turning in favor of the freshmen, and then the sophs had the assurance to ask the pharmics to help them. This was too impudent entirely and all the beaten sophs got was the laugh. The drug boys were not eager enough for a squabble to turn in and assist their enemies.

#### THE BOARD AT WORK.

The western division of the State Board of Pharmacy held a meeting for the examination of candidates for license on the 20th, there being four applicants for druggist and nine for pharmacist. The new practice department of the examination still slaughters the candidates.

So far 68 stores have been re-licensed by the western division. It seems to be hard for the average druggist to understand that he is not entitled to a new license under the State Board unless his present one has been obtained by examination. Secretary Reimann is obliged to return numerous old licenses unindorsed on that account. A license not obtained by examination is, however, all right, unless the druggist wants to move to a new district.

#### ITEMS OF INTEREST.

James C. Spaulding, Jr., will open a drug store at Syracuse on April 1. Mr. Spaulding is a graduate of the College of Pharmacy, of Buffalo University.

S. E. G. Rawson & Co., Saratoga Springs, N. Y., manufacturers of suspensary bandages, have sold out to Seabury & Johnson. The business will, however, be continued and extended by Seabury & Johnson, Mr. Rawson being retained as manager.

W. A. Livingston, of Johnstown, has sold his pharmacy to H. Van Voast, his prescription clerk, and retires to engage in other business. Mr. Van Voast has been identified with the drug business for the past ten years, and graduated from the Albany College of Pharmacy in 1898.

In the United States Circuit Court, on March 14, Judge Lacombe granted a perpetual injunction restraining James Bergman from using the name Bromo-Seltzer, holding that the same was the property of the Emerson Drug Co., of Baltimore. The decision is the result of a suit begun two years ago, although a preliminary injunction was issued on January 20, 1898.

Webb Moriarty, said to be interested in a bank at Mechanicsville, has purchased the interest of L. E. James, superintendent and advertising manager of the Saratoga Vichy Co., who died recently, and that of his father, and will shortly take up his residence at Saratoga Springs to attend to the business of the company.

William A. Liswell is about starting a new drug store at Johnstown. He is well and favorably known, having been connected with the drug business for about ten years. Besides serving in Cahill's drug store for several years, he received instruction at the University of Buffalo, and for some time conducted a co-operative drug store at Schenectady.

George E. Sikes, druggist, at Franklin and Tupper streets, Buffalo, where he has been a long time, has taken the new store at Prospect avenue and Maryland street. The vacated store will be occupied by a member of Hanon Brothers, who were located at Main and East North streets, but who have now dissolved, one member remaining in the old store.

The druggists of Niagara Falls seem to have a decided penchant for politics, as there are two members—Messrs. Mahoney and Stein—of the Common Council of that city who manage drug stores in their leisure time. Two of the candidates for the honorable position of Alderman—Druggists Salt and Cole—are well-known pharmacists, and another one of the confraternity—E. E. Russell—is reaching out his hands to grasp the office of Justice of the Peace, with every prospect of being successful.

## MASSACHUSETTS.

**Bills in the Legislature Affecting Drug Trade—One Hardy Annual—A Notorious Case of Violation of Liquor Law—Liquor Cases Numerous in Massachusetts Courts.**

Boston, March 21.—A continued hearing was held last week on the bill providing that no registered pharmacist shall forfeit his license or be disqualified to receive a license for the sale of intoxicating liquors on the ground that he has been convicted of a violation of the liquor laws. It was claimed by those favoring the bill that there was no justice to druggists in the present law and no reason why a man should be deprived of his right to earn a living because of an infraction of a law at a time in his past. The measure was opposed by the temperance interests, who urged that no change be made in the law, as it works for the public good in restraining the illegal sale of liquor by pharmacists.

The Committee on Public Health recently gave a hearing on one of the hardy annual bills. The petitioners asked that packages of food and medicine shall have on them the formula showing the ingredients of which it is composed. The matter was taken under advisement. The same committee has just given petitioners "leave to withdraw" in the proposed amendment to Chapter 397 of the Acts of 1896. This measure was for the preventing of adulteration or substitution of drugs or beverages. A bill has just been engrossed in the Senate to exempt fly paper, when properly marked "poison," from the law prohibiting the manufacture and sale of textile fabrics and paper containing arsenic.

The store of Thomas D. Tate, of Clinton, was raided by the police last Sunday. They found five men drinking in a rear room. Four gallons of beer in 36 bottles and 100 empty bottles were seized and taken to the police station. Tate was in the local court next morning and then left for Boston to appear before the Board of Pharmacy to show cause why his certificate should not be revoked. Tate has something of a reputation and the case before the board dates from June 15, 1900, when his place was raided. Over 600 bottles of beer in cases were seized, together with a large quantity of whiskey and other liquors. Tate was found guilty and fined \$75 in the District Court. He appealed. In the Superior Court the fine was increased to \$100. His counsel saved a large number of exceptions, and they were ordered dismissed by the Supreme Court recently. The hearing before the board was postponed. Tate has always been an active opponent of the board and participated in securing the passage of the bill by the Legislature making it unlawful for a member of the board to serve more than one term.

The Numkley case against the board is now pending in the Supreme Court. The only question involved is whether a plea of guilty to a complaint charging the unlawful sale of liquor and the placing of the complaint on file amounts to a conviction within the meaning of the Statute of 1896, Chapter 397, Section 9, so as to give the board jurisdiction to revoke.

The board held two meetings recently for consideration of applications for liquor certificates. At the first meeting 82 received favorable action, with two rejected. At the second session 200 permits were granted.

Several meetings for examination of candidates have been held recently and certificates were granted to the following: Earnest A. Bryan, Lydia M. Cherry, Annie L. Nelson, Eugene Levitan, Albert W. Lock, Edward J. Day, George R. Reed, Joseph H. Campagna, Fred. O. Green, Harry D. Carter, Roscoe C. Hill, Edwin C. Travey, William H. Ames, Gustavus A. Kelly and James J. Ryan. Mrs. Nelson, Miss Cherry and Mr. Ames are M. C. P. students, members of the senior class, and Mr. Kelly is a graduate of that institution.

The Woman's Club of the M. C. P. gave a reception at the college building on the evening of March 13, to the members of the faculty and their wives. It was a happy novelty on the part of the hostesses. The function was in charge of a committee composed of Misses Collins and Haynes, and President Highley handled the reins skilfully on the evening of the reception. After introductions came readings by Miss Pierce, informal speeches by Profs. Greenleaf and Scoville, and music by a string orchestra. This was followed by a collation. The affair was well planned and executed and was a decided success.

During January the State Board of Health tested 58 specimens of drugs and found 25 of that number to vary from the legal standard. The sample of drugs adulterated were aëdium tannicum, extractum glycyrrhizæ, glycerinum, oleum olivæ, sulphur lotum, tinctura ferri chloridi, tinctura iodi, tinctura opii. Of eight samples of confectionery examined seven proved to be of good quality.

## HUB PENCILINGS.

John Lowery, with Daniel Kiley, corner of Broadway and D street, will leave for the Philippines about April 1, to accept a situation recently offered him.

Blanche A. Hayes, who was a student at the M. C. P. in 1895-96, is now studying medicine at Tufts Medical School and is a member of the senior class.

The Puffer Manufacturing Company, to deal in soda and mineral waters; capital, \$150,000. President, Daniel J. Puffer, Medford, Mass.; treasurer, William P. Martin, Medford, Mass., has just been incorporated at Augusta, Maine.

Amos K. Tilden, secretary of the Board of Pharmacy, takes an active interest in public affairs. He recently made an address before a committee at the State House in favor of a statue to Wendell Phillips in Doric Hall. He also participated in a hearing on Greater Boston. Mr. Tilden is an old line Democrat and is proud of the fact.

A Back Bay physician recently gave a patient two prescriptions and the free advice to have them compounded at a down town department store because there would be a saving of one-half in cost. This policy was not pursued by the patient, but it would excite the ire of a prominent pharmacist of the Back Bay to learn that the prescriptions were written on blanks which he supplied.

Paul C. Klein, Ph. G., corner of Tremont and Boylston streets, had his store badly damaged by the big subway explosion of March 4, 1897. He recently sued the Boston Gas-light Company for injuring his windows, drugs and the furniture and fittings in his store. The judge found for the defendants, because Mr. Klein failed to prove that the gas which caused damage belonged to the company sued.

## PENNSYLVANIA.

**Druggists Confer on Pharmacy Legislation—Outline of the Bill—County Association Organized in Wilkes-Barre.**

Philadelphia, March 21.—For the first time in many years the retail druggists of this State are working together, and have made a fight to have better laws relative to the drug trade passed. On March 12 a conference between many of the leading druggists in Pennsylvania was held at Harrisburg. This meeting was presided over by Prof. J. P. Remington, and it was in reference to the bill now on second reading, in the House of Representatives, which requires the registration of all dealers in drugs. It has the indorsement of the Pennsylvania Pharmaceutical Association and all the prominent druggists. Many of the members of the Legislature met the visitors, and assured them of their support of the bill.

## PROVISIONS OF THE BILL.

This bill was practically drawn up by the Retail Druggists' Association, which body has demonstrated to the wavering druggists that there is strength in union. The outline of the bill was first printed in this journal several weeks ago. It is a bill which there should be no hesitancy in passing, as it has the indorsements of all the leading druggists, and is entirely in the interest of the public. The measure in brief gives storekeepers permission to sell certain named popular drugs and preparations, provided they are in the original packages and have been prepared under the supervision of a competent registered pharmacist. The bill strictly regulates the sale of poisons, and provides, in addition to the usual precautions now in force, that the name and place of business of the registered pharmacist shall appear on the label, and that storekeepers, as well as druggists, must keep a record of every sale of poisonous drugs, together with the name and residence of the purchaser. The bill prohibits the sale of laudanum to a person under 16 years of age, and also of morphine, cocaine and similar drugs to any person known to be addicted to the habitual use of such drugs, when written notice has been given to the storekeeper or pharmacist not to do so. All poisons and other drugs must be kept separate from other articles offered for sale, and the first named placed in a specially marked compartment apart from the non-poisonous drugs.

## A NEW COUNTY ASSOCIATION ORGANIZED AT WILKES-BARRE.

On March 19 a number of retail druggists from this city journeyed to Wilkes-Barre and organized a county retail drug association. There were druggists from all around the "val-

ley," and as the new association is to become part of the National Association of Retail Druggists, the members of the Philadelphia branch had considerable to do in its organization. James E. Perry, of Philadelphia, delivered an address on "Methods of Organization." There was a large attendance, and the following officers were elected: President, B. F. Maxey; vice-president, J. Gross Meyer; recording secretary, Frederick F. Magel; financial secretary, Theodore M. Meyers; treasurer, G. E. Grimes. Committee on By-Laws: William Tuck, Morris Greinstein, F. S. Magel, William Colburn and George Durbin.

#### PENNSYLVANIA NEWS NOTES.

It is planned to build a large drug store for Dr. L. P. Reimann in Philadelphia.

Harry C. Zeamer, formerly a clerk in the drug store of H. N. Snyder, Lancaster, has resigned to accept a position with a big drug house at Titusville.

The Druggist Association of Montgomery county held their regular meeting at Norristown on March 12, and adopted a constitution and by-laws. There was a good attendance at the meeting.

John L. Dawes, president of the J. L. Dawes Mfg. Co., of Pittsburgh, who has been spending the winter in Southern California, having left there the day after Christmas, is expected home in a few days.

A young and growing institution, which is working along the lines of the National Association of Retail Druggists, although its objects are largely educational, is the Western Pennsylvania Pharmaceutical Clerks' Association, which was organized about a month ago in Pittsburgh. Albert F. Judd, of that city, is the able secretary.

The Western Pennsylvania Pharmaceutical Clerks' Association was organized at Pittsburgh on February 25, with the following officers: President, J. R. Smith; vice-president, W. A. Perry; secretary, Albert F. Judd, and treasurer, William Heldenrich. The objects set forth in the constitution are "to promote the commercial and fraternal interest of the members, and to stimulate a harmonious understanding between the employer and the employed.

Druggist B. Grant Clapham, of Haines and Morton streets, Germantown, has been the recipient of threatening letters recently. The first letter told Clapham to inform Groceryman Oscar H. Henry, his neighbor, that \$15,000 must be paid to kidnappers or the two Henry boys would be stolen. As for Clapham, he was to get out of town instantly or he would be killed. The second letter demands the immediate fulfillment of the instructions given in the first letter. Clapham handed letter No. 2 to a special detective for investigation. The latter up to the present time has been unsuccessful.

Rudolph Williams, the venerable druggist of Columbia, was ninety-seven years of age on March 12. He celebrated the event quietly at his home with his family. He is the oldest resident of the town, but not the oldest native-born citizen.

Mr. Williams was born on a farm in Cumberland county, near Carlisle, March 12, 1804. He resided on the farm until he was 18 years and then entered a Carlisle drug store to learn the business. In 1827 he established a drug store on Market street, Harrisburg.

Early in 1840 Mr. Williams came to Columbia and found employment on the Columbia & Philadelphia Railroad, now the Pennsylvania, where he became dispatcher. In later years he opened a drug store which he still conducts on Front street.

Twenty-six indictments were returned recently by the Grand Jury of Pittsburgh against 19 drug firms charging them with adulterating and selling adulterated drugs. A number of the biggest firms are being involved, the prosecution being instituted by S. A. Morris, a representative of the State Pharmaceutical Board, and by G. B. Perkins. The suits are against The Walther Pharmacy Company (2), C. L. Walther et al, O. N. Walterhouse, Sebastian Eger, Central Pharmacy, Pittsburgh Physicians' Supply Company, Walther Robertson Drug Company, M. H. Taylor, W. L. Hankey, J. F. Krepps, John Osborn, G. B. Ryland, R. S. Kennedy, Pauline May, F. C. Greinelsen, P. C. Shilling Company (5), W. J. Kiskadden, John A. Frank et al (3), Christian Nelson. Louis Emanuel, of the State Pharmaceutical Board, stated that the charges were not made on account of the adulteration of any one drug, but of many. Drugs were purchased by agents of the board and examined by Professor F. T. Aschman, chemist. If the goods were found not to be pure informations were made. Some of the defendants are wholesalers, some retailers.

## OHIO.

#### Rumors of a Scandal in the Food Commissioner's Department.

Cincinnati, Ohio, March 20, 1901.—State Dairy and Food Commissioner Joseph Blackburn, who spent his early life in the retail drug business at Bellaire, Ohio, and whose work has had to do with pharmacists a good deal in late years, has a scandal in his department. George Carruthers, a local politician, was ousted from his office as Southern representative about ten days ago. The action was a summary one, and was instituted by George Reymer, another employee of the Commission. Thus far the cause of this rather unexpected action has not been made public, and all parties concerned refuse to talk for publication. The news created a profound sensation among local druggists and other tradesmen who know Carruthers exceedingly well. It is said that there is something back of the case, and that charges and countercharges will shortly be filed with Commissioner Blackburn. Just what these charges will be is, of course, purely a matter of speculation at this time. Much bitter feeling has been engendered, however, and the chances are that some rich and racy testimony will be adduced when the proper time arrives. Information comes from Columbus that the matter has been under investigation for several weeks, and that action was not taken until it was deemed necessary. The deposed official says: "I know nothing further than that Deputy Reymer brought me my notice of suspension a short time ago, and took charge of the affairs of my office. I have heard nothing officially from Commissioner Blackburn as yet, but expect to get some sort of a tangible statement from him before long." Deputy Reymer was seen, but disclaimed all knowledge as to why Carruthers was suspended. The local office is now being administered by Tony Sauer. The local druggists and others are anxiously awaiting the outcome of the case.

#### FENNEL'S PRESCRIPTION DISPLAY.

A unique and instructive collection of 1,000,000 prescriptions, illustrating the great changes in medical practice during the past 50 years, has been placed in a window at A. Fennel & Son's pharmacy, Eighth and Race streets. The display includes 300,000 on which are the signatures of the foremost Cincinnati physicians since 1850, together with mortars and other contrivances then in use by druggists, but long since abandoned.

"I made the collection," said Dr. Fennel, "to illustrate the changes in the profession. In 50 years there are 18,250 days, making an average of 50 prescriptions a day. The largest number in any year was 32,279. Fifty years ago it took sometimes several hours to fill a prescription now made up in a few minutes."

#### HEARD ABOUT TOWN.

C. G. Lloyd, the eminent botanist, has returned from his trip to California.

The pharmacy of Sigmund Levy at Fifth and Plum was sold at auction last week.

Miss Cora Dow has been ill at her home on West Seventh street for the past ten days.

Mail sent to the German Medicine Co., at 1613 Central avenue, has been tampered with. They are investigating.

A trusted employee of the Von Mohl Medicine Co. has confessed a shortage amounting to several thousand dollars.

Thomas Knott, the aged florist who died recently in Avondale, was once in the drug business here. He left quite an estate.

Will Wagner, the druggist at Seventh and Vine streets, has joined the Merry Six Fishing Club. He wants to get out more to inhale the ozone.

"Stringtown on the Pike," Professor John Uri Lloyd's latest successful novel, is to be dramatized in the near future. It should prove successful, judging from the sale of the book.

Dr. John Darragh, who recently conducted a drug store at Central avenue and Richmond street, is being sued for absolute divorce and alimony by his wife, Capitola.

A messenger boy employed by N. E. Smith, the Avondale druggist, was being waylaid and robbed of candy by mischievous youths with sweet teeth. The police were powerless, but some croton oil proved effective. Now the lad is not molested any more.

## MICHIGAN.

**All Quiet in Detroit—A Break in the Price Agreement Patched Up—Five Dollars a Week for an Experienced Man.**

Detroit, March 18.—“Nothing doing” about expresses the situation here—that is, as far as anything new is concerned. Of course, about the usual amount of business in all lines has been transacted, though a little quieter than last month.

Two outsiders have recently bought out drug stores in the city—viz.: Clark & Clark, of Grand Rapids, buying up the stock and fixtures of F. W. Dorr, and a Mr. Enos, who is from Reliance, Ohio, buying out Harry Watson. There have been two recent breaks in the price schedule, one where a dry goods store wanted an ad for a day or two, so they put in Peruna at 69 cents. They did not know, so they said, that any agreement existed after what they saw in the paper last fall. They at once came to a reasonable view of the case and withdrew their advertisement. The other break is an illustration of how cut rates will hurt the manufacturer. A leading retailer having had a disagreement with Stuart, in order to get even, cut the price of Stuart's goods to less than cost (80 and 30 cents on Dyspepsia tablets). This going to show that he regarded the cutting of prices as a distinct harm to the maker of the goods. This cut stands, as this article has been taken from the agreed list.

## PASSED THE BOARD.

In spite of the large class which passed at the Grand Rapids session of the State Board of Pharmacy, there is a notable shortage of clerks—that is, of the six and eight dollar variety. There are openings for six or seven cheap men; one fellow even went so far as to advertise for a drug clerk with some years' experience; salary, \$5 a week.

## MANUFACTURERS GETTING INTO LINE.

One by one the manufacturers are realizing that if they are to secure their share of the business they must guarantee a good profit to the retailer. “The first idea of the manufacturers,” said a prominent Woodward avenue retailer, “that the cut rate store was a great thing for them, is being replaced by a very different view of the situation. In the first place it was no doubt a great pleasure to have the big orders flow in, and little did he care what the goods sold for. The result was that competition soon had the goods below any reasonable profit, and in some cases below cost. At this point every one lost all interest in the sale of such goods, even some of the men with the big orders took to active hostility along with the half dozen men. In the last two or three years this great warfare has put many a firm on the Tripartite Agreement, or driven them into contract prices.”

At present Hall & Ruckel, through their Mr. Chisholm, are endeavoring to raise the retail price of their goods on the Detroit market. They have met with considerable success, and they intend to maintain the price once it is established.

The committee of the local association are still struggling with the terms of the new agreement. It will allow a cut not less than 10 per cent. below regular prices, except on a few specified articles, where the minimum price will be specified. Also articles selling at 20 cents or less must be sold at full retail prices. If this goes through it will be a substantial advance, and will mean many dollars to the trade. Prospects for this outcome are good, though one prominent cut rate man, who when speaking of the present schedule expressed himself as knowing that it was an injury to their business, inasmuch as people were not buying as many of the goods upon which the advance was made as formerly. We notice that his firm still adhere to the schedule, however, and do not appear to lack any of the necessities or luxuries of life; so such devotion to the interests of the entire trade has brought no great inconvenience as yet.

## MICHIGAN ITEMS OF INTEREST.

W. F. Trewpe, for a long time with the Seely Pharmacal Co., has gone with Farrand, Williams & Clark.

A. R. Miner has retired from the drug firm of George A. Wood & Co., of Oak Grove, which has dissolved. Its successor is to be known as Wood & Rathburn.

W. E. Dodds, son of Will Dodds, of the Michigan Drug Co., has just passed his final examination for admission to West Point. He is an athletic chap, and will give the hazers their money's worth. His father is busy now setting them up.

## ILLINOIS.

**The Northwestern University School of Pharmacy to Move Down Town—Two Different Owl Drug Companies in the Field—Resolutions in Memory of F. W. Armstrong.**

Chicago, March 19.—Northwestern University has bought for \$500,000 the historic Tremont House, which will be remodeled and will become the home of some of the schools which are now scattered about the city. The School of Pharmacy, now at 2421 Dearborn street; the law school, at present in the Association Building, 153 La Salle street, and the dental school, at Madison and Franklin streets, will be quartered in the building. This will bring the College of Pharmacy back down town, where its first success, under Professor Oldberg, was achieved. The walls of the building, although put up years ago, are strong enough, architects say, to enable them to be used in the remodeled building. There will be a large and a small auditorium, and two stories will probably be added to the present structure. The consolidation will make it possible to unite the various chemical departments and laboratories. The medical school will be left at 2431 Dearborn street, where it is in the center of the south side hospital district. The work of remodeling will be begun soon, but probably will not be finished until fall. The purchase was conducted by Dr. Robert Sheppard, acting president of the Northwestern University, after the matter had been suggested to him by James B. Hobbs. Last Friday night the Executive Committee decided to accept the price made on the property, and the decision was sustained by the local members of the General Board of Trustees. William Deering, who is in Florida, added a cash gift of \$25,000 to his consent. N. W. Harris, who is in New York at present, also approved of the purchase.

## FRIENDS OF THE PHARMACY SCHOOL ELATED.

Friends of the School of Pharmacy are elated over the change. The present site, although it enables the students to enjoy many advantages, is thought to be much less favorable than a down town location in the center of the business district, where it can be reached easily from all sections of the city. The “loop” over which all elevated trains run passes alongside the building, and almost every surface car line in the city deposits its passengers within a few blocks. It is hard to see how any college could have a better site, and with the additions and changes it is expected there will be ample room for all the students.

The change, it is expected, will definitely dispose of all talk of consolidating the colleges of pharmacy which is heard from time to time. The property has been on the market for some time, but purchasers have been slow in appearing. The Women's Medical School will occupy the present building of the pharmacy school.

As soon as it became known that the Northwestern University was to move its college of pharmacy down town talk of similar action by the University of Illinois was heard. It is said to be probable that the Chicago College of Pharmacy will be moved closer to the business district within a short time.

## TWO OWL DRUG COMPANIES.

D. W. Kirkland, president of the Owl Drug Co., which owns stores in San Francisco, Oakland and Los Angeles, has written to the correspondent for the AMERICAN DRUGGIST that his firm has no connection with the Owl Drug Co. recently incorporated in Illinois. “Rest assured that when we decide to start in Chicago,” he says, “that Chicago will know it.” He promises to have more to say later on regarding the incorporation.

## BOWLERS AT WORK.

The scores made at the last meeting of the Chicago Drug Trade Bowling Club follow: Baker, 544; Thomas, 529; Bauer, 402; Medbery, 495; Storer, 479; Odbert, 556; Waldron, 531; Blockl, 500; Matthes, 535; Fechter, 575; Delbridge, 452.

Mr. Fechter won the high average medal for the week.

## IN MEMORY OF F. W. ARMSTRONG.

At the last meeting of the Drug Trade Bowling Club, the following resolutions in regard to F. W. Armstrong, recently deceased, were adopted:

“Whereas, A mysterious and allwise Providence has removed by death our comrade, F. W. Armstrong; be it

“Resolved, That in his death we lose an esteemed friend, a true citizen, a business man of paramount integrity and high character. Be it further

“Resolved, That these resolutions be spread upon the rec-



ords, and that a copy be presented to the family of the deceased." The resolutions were signed by John Blockl, president, and J. H. Odber, secretary.

#### CHICAGO NOTES.

Sixty members of the Drug Clerks' Association were taken to Bauer & Black's factory recently and made a tour of inspection. More members of the association were anxious to go but could not get away. The clerks were very favorably impressed with all they saw.

East Chicago has been put under blue law rule recently. Druggist A. G. Schlucker was the only one to keep his store open and it was said that he refused to sell a stick of gum to the little daughter of a saloonkeeper, so rigidly did the Indiana officials enforce an old law.

Bohemian druggists had a merry time at Pilsen Turner Hall, Ashland avenue and Eighteenth street, on the night of March 6. A charity ball for the benefit of the Bohemian home for the Aged at Bensonville was given by the Bohemian Pharmacists' Association, and dancing was kept up almost all night. The grand march was led by John Stuchlik and Theodore J. Pelikan was master of ceremonies. Joseph J. Zak, W. A. Stuchlik, J. F. Dushek, J. Hermanek, Theodore Pelikan and John Stuchlik comprised the executive committee. A banquet was served at midnight.

### MISSOURI.

#### The New Pharmacy Bill Has Become a Law—Ninety Days of Grace for Registration—Preparing for the State Association Meeting.

St. Louis, March 19.—The new pharmacy bill has become a law. It passed the Senate last Friday noon and was signed by the Governor the next day, and will go into effect ninety days from that date. Every physician in the State who has not already registered as pharmacist is hastening to get his certificate from the secretary of the Board of Pharmacy. While the druggists of the State are well satisfied with what they have accomplished they are wishing that they had framed an entirely new and more desirable law instead of amending the old one.

#### PREPARATIONS FOR THE STATE MEETING.

The members of the Missouri Pharmaceutical Association are already making calculations on the State meeting at Pertle Springs in June. Prof. Francis Hemm, chairman of the Committee on Papers and Queries, reports several scientific papers sent in already by various members. A. Brenner, of Kansas City, chairman of the Entertainment Committee, is working on the programme. He has a very large committee to assist him, and he is keeping right after them to see that each one does something for the benefit of the occasion. The members of the Alumni Association of the St. Louis College of Pharmacy are working to get a large delegation from that organization to attend the meeting, and to present some special features. Last year a few of these members from this city attended in a body, and had such an enjoyable time and made things so pleasant for every one else in attendance that their fellow members have become very much interested in the coming event, and are arranging to take their summer vacation at that time. Although it is a little early to make prophecies as to the meeting, from the earnest enthusiasm which has been steadily on the increase since the last meeting it certainly looks as though this would be the largest and most successful meeting the State Association has ever held.

#### DRUG CLERKS MEET

The regular monthly meeting of the St. Louis Drug Clerks' Society was held at Bowman's Hotel, on Thursday night, March 11. It was decided to call the meeting at 10.30 p. m. for the benefit of those who were obliged to be on duty that evening, and this was found to be a great improvement over the old plan of early meetings. The attendance was much larger than for some time past. The evening was mostly taken up with discussion of plans to further the interests of the local drug clerks, and to place the society upon a more substantial foundation. Nearly all those present seemed to approve the idea of establishing permanent headquarters down town, to put in a telephone and employ some young member to look after it. They could establish the bureau of information here, have the member in charge attend to all correspondence relative to the society, and make it a handy place

for the clerks to drop into when down town. The society has accumulated quite a little bank account, and such headquarters could be run at very small expense.

#### ST. LOUIS NEWS NOTES.

E. Williams is opening a new drug store at 3700 Morganford road.

W. J. Melsburg is opening a new drug store at Fourteenth and O'Fallon streets.

A. G. Schlueter, of East St. Louis, recently bought out O. F. Bunsch, of that city.

C. F. G. Meyer, president of the Meyer Bros. Drug Co., has gone to Asheville, N. C., for his health.

Dr. Paul Weeke recently purchased the C. W. Cremer Pharmacy at Euclid and Etzel avenues.

Chas. F. Merker, formerly a local drug clerk, has purchased A. E. Hackman's Pharmacy, of East St. Louis.

John Skaer, of Lenzburg, Ill., has purchased the Herman Bros. Pharmacy, at La Salle and St. Ange avenues.

Oliver J. Funsch, druggist at Seventh and Wyoming streets, is running for the House of Delegates on the municipal ownership ticket.

The Blue Ridge Pharmacy is the name of a new drug store at 5427 Manchester road. Chas. Thomphorde is proprietor of the stand.

Geo. Mueller, formerly a well-known local drug clerk, is now a partner with A. G. Schlueter in three East St. Louis drug stores.

Henry Osdelck, proprietor of the drug store at Garrison and Bell avenues, was recently married to Miss May Renne, of Tipton, Mo.

W. W. Van Sickle, manager of the Star Drug Co., Fourth and Markets streets, is celebrating the arrival of a daughter in his household.

P. A. Pfeffer, proprietor of the drug store at Eleventh and Lafayette avenues, was recently married to Miss Mable Phillips, of the south side.

L. E. Frost, formerly a member of the Antikamnia Chemical Co., and at other times proprietor of local drug stores, has purchased a drug store at Moberly, Mo.

Dr. Hiram Young has sold his drug store, at Eighteenth and Olive streets, to Hicks & Son, who formerly owned the drug store at Taylor and Cottage avenues.

Clent Bernayes, a well-known local relief clerk, has charge of Trauble's Pharmacy, of East St. Louis, while the proprietor is making his race for Mayor of that city.

S. R. Servant, for some time proprietor of the drug store at 6100 Bartimer avenue, has been employed as manager of F. C. Pauley's Pharmacy, Easton and Compton avenues.

R. E. Hayes, for many years in charge of the outfitting department for the Meyer Bros. Drug Co., has resigned his old position, and is now looking after the local interests of the Quincy Showcase Co., of Quincy, Ill.

F. W. Leucke has been placed in charge of Reinholdt's Pharmacy, at John and Florissant avenues. He was formerly proprietor of a drug store at Lee and Prairie avenues, but sold the stand a short time ago.

J. T. C. Mann, a bright member of the junior class of the St. Louis College of Pharmacy, recently died very suddenly at his home, Red Bud, Ill. His classmates sent a delegation and an elegant floral offering to the funeral.

The following gentlemen have been elected life members of the St. Louis College of Pharmacy in consequence of their having been members for twenty consecutive years: E. A. Sennewald, Herman Pockels, B. Jost, Francis Sum and Dr. I. J. Hermann.

S. E. Barber, for the past ten years north side city salesman for the Meyer Bros. Drug Co., has resigned that position, and will be found in entirely new fields of labor in the near future. His place has been filled by Mr. T. Norris, who is well-known as a successful city salesman.

At the annual meeting of the officers and stockholders of the Meyer Bros. Drug Co., last Saturday, the following officers were elected: President, C. F. G. Meyer; vice-president and general manager, Theo. F. Meyer; secretary, G. J. Meyer; assistant secretary, Otto P. Meyer; treasurer, C. W. Wall; assistant treasurer, Wm. Graham.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, March 23, 1901.

THE trade in drugs and chemicals during the past fortnight has shown a slight falling off, though taken in the aggregate it will perhaps compare favorably with the previous period, and general business continues up to the average. There is, however, a continued absence of speculative interest, and the dealing lacks animation. The feature of interest since our last issue has been quinine, which, at the time our last report went to press, was held with considerable firmness in the expectation of an advance in price, an expectation which was realized on the 12th inst., when manufacturers raised their limit 2c. The next bark sale occurs at Amsterdam on the 28th inst., and no change in the situation is likely to take place until the results of this sale are known. The tone of the opium market continues easy, and values have marked a further decline, owing chiefly to the desire of holders to urge the distribution. There is some uncertainty as to the length of time opium prices will remain on the present comparatively low level, the present weakness being attributed in some quarters to temporary bearish influences, though this lacks confirmation. Several other changes of importance will be noted in succeeding paragraphs, notable among these being the declines in iodine and acetanilid. Prices as a rule appear to be maintained upon a steady basis, the chief fluctuations being indicated in the following table:

HIGHER.	LOWER.
Quinine,	Opium,
Cinchonidine,	Menthol,
Haarlem oil,	Balsam copaiba,
Poppy seed,	Celery seed,
Gum myrrh,	Iodine,
Camphor oil,	Acetanilid,
Buchu leaves, short,	Golden seal root,
Small flake manna,	Oil anise,
Oil cubebs,	Oil cassia,
Colchicum seed,	Oil pennyroyal,
Buckthorn bark,	Oil wormwood,
Cubeb berries,	Ergot.
Oil wintergreen, artif.	

### DRUGS.

Alcohol shows no change; grain is freely inquired for and the leading distributors are taking orders at the range of \$2.45 to \$2.47, less the usual rebate for cash in 10 days. Wood appears to be well sustained on the basis of 60c for 95 per cent.

Arnica flowers have developed a slightly firmer feeling in view of continued scarcity, though values are unchanged at 10c to 11c.

Balsam copaiba is in better supply and this, coupled with competition among holders, has developed an easier feeling, with sales since our last at 38c to 40c for prime Central American, and 48c to 50c for Para.

Balsam fir, Canada, has declined in the face of freer deliveries and a slightly lessened demand; sales since our last at \$2.75 to \$2.80.

Balsam Peru is held at \$1.30 to \$1.35, but the demand at the moment is limited to small jobbing quantities.

Balsam Tolu has receded in value and 30c to 32c is now the range.

Barks of the different varieties continue in good jobbing demand, without, however, any quotable change in the value of those in our list.

Belladonna leaves continue in fair jobbing demand, and as the supply is somewhat limited and under good control values are fractionally higher, the revised range being 13c to 15c, as to quality and quantity.

Buchu leaves, short, have been in good request since our last, and the market continues to harden in value with 29c to 32c now quoted.

Cacao butter is momentarily neglected, and the market is quiet at the range of 34c to 35c for bulk and 41c to 44c for cakes in 12-lb. boxes, according to brand and quantity.

Caffeine continues in good demand and values are well sustained at the recent advance to \$4.50 to \$4.75 for bulk.

Cantharides continues quiet, yet the market is well sustained at 62c to 63c for Russian and 58c for Chinese.

Cassia buds are not inquired for to any extent, but holders are making no effort to increase sales by price concessions, and 23½c to 24c is yet quoted as to quality.

Cinchonidine sulphate was advanced by the manufacturers on the 15th inst. to 80c.

Cod liver oil, Norwegian, appears to be influenced by stronger advices from the fisheries and the market is firm in tone, though spot prices are as yet unchanged.

Colocynth apples are generally held at 38c to 42c for Trieste, and 15c to 16c for Spanish.

Cubeb berries have been in good request during the interval and the market continues firm at a further advance to 13c to 14c.

Cuttlefish bone is passing out fairly to the jobbing trade at the previous range, or say, 25c to 26c for Trieste, 17c for French and 85c to 90c for jewelers' large.

Ergot is attracting little attention at the moment and with weaker advices from the Hamburg market values have dropped to the range of 54c to 55c. Spanish is selling quite freely at the previous range of 59c to 62c.

Guarana has weakened somewhat and dealers now quote 48c to 50c, as to holder.

Juniper berries are in good jobbing demand and holders are fairly firm in their views at the previous range of 2¼c. to 3c.

Lycopodium is passing out in small lots to the trade at the range of 51c to 52c for ordinary marks, and 53c to 54c for Pollitz.

Opium continues slow of sale and values have again declined. The present position of the article is uncertain, this being between seasons. Holders have reduced their quotations to \$3.20 for single cases with a corresponding decline in the value of original packages. Powdered offers more freely and at a decline to \$4.20 to \$4.35.

Quinine sold well in the early part of the week and at full manufacturers' prices, which were advanced on the 12th inst. to 32c to 37c, but toward the close, consumers' and manufacturers' wants having apparently been supplied, the market quieted down, and there is less inquiry for large lots. Prices are, however, well maintained and no change is looked for until the bark sales at Amsterdam on the 28th inst. Meantime holders are offering with some reserve, and quotations are maintained steadily at 31c for foreign in second hands and 30½c for Java.

Saffron, American, is weak and irregular, owing to competition among holders, and recent sales have been at 15c to 20c.

Sugar of milk continues in moderate demand and steady at manufacturers' quotations, or, say, 12c to 13c for powdered.

Vanilla beans are held and selling within the range of \$9 to \$12.50 for whole Mexican, \$7.50 for cut and \$4.75 to \$7.50 for Bourbon.

Wax, Japan, is in light supply and with the limited stock under good control. Recent sales have been at 7½c to 7¾c.

## CHEMICALS.

Acetanilid is offered with increased freedom and at a lower range of values, domestic manufacturers having reduced their quotations in the face of foreign competition to the basis of 21c for bulk.

Alum is passing out in fair quantities, but mostly on contract orders at manufacturers' prices—\$1.75 to \$1.90 for lump, \$1.85 to \$2 for ground, and \$3 to \$4 for powdered.

Arsenic, white, is without important variation. There is little demand at present from the consuming trade and sales have been at previous quotations. Red continues quiet but steady at 7c to 7½c.

Barium chloride is in light supply and held with some show of firmness at \$1.75 to \$2, as to quantity.

Bismuth preparations do not yet reflect the influence of the decline in value of the metal, and manufacturers' quotations for the various preparations are steadily maintained.

Bleaching powder is a trifle irregular and unsettled, and recent sales have been at a fractional decline. English is quoted 2 to 2¼c, as to brand; German, 1.90c to 2c, and Belgian, 1½c to 1.90c.

Blue vitriol is meeting with fair attention, and the market is steady in tone at 5½c. to 5¾c.

Boric acid continues to offer at 10¾c to 11¼c for crystals and 11¼c to 11½c for powdered, and a good business is reported at this range.

Brimstone is firm, at \$22.00 to \$22.50 for best seconds on the spot and \$21.25 to \$21.50 for shipments. Very little new business is reported.

Carbolic acid is not wanted to any extent at the moment, but holders are not anxious sellers, and values are well sustained at the quoted range.

Caustic soda is receiving more attention and the market is firmer with \$1.92½ to \$2 now quoted for 70 to 74 per cent.

Chlorate of potash appears a trifle weaker, though previous quotations still rule, and sales of crystals and powder have been made in the interval at 8½c to 9c.

Citric acid continues to offer at the previous range of 42c to 42½c. Sicilian is offered lower to arrive, 41c being named.

Copperas is without change of consequence, either as regards price or demand, and 50c to 52c is the prevailing quotation.

Iodine, resublimed, reflects the weaker position of the article in foreign markets and manufacturers now quote \$2.70 to \$2.75.

Iodoform is lower, in sympathy with the position of the basic material, and is now quoted \$2.70 to \$2.75.

Oxalic acid is held with more firmness and recent jobbing sales were at 5½c to 6c.

Quicksilver continues in moderate inquiry, with the sales in a jobbing way at 65c to 66c.

Tartaric acid continues dull, but the market does not vary from 29c to 30c—manufacturers' quotations.

## ESSENTIAL OILS.

Anise has receded from its former position and supplies are passing out freely within the range of \$1.35 to \$1.40.

Bergamot has declined in the interval, recent sales having been at \$2.25 to \$2.50.

Cassia can be obtained lower, quotations for 75 to 80 per cent. having been reduced to 82½ to 85, with 72½c to 75c named for lower grades. The decline has, however, not had any stimulating effect upon trade and the market is quiet.

Cubebs is in firmer position, and with a good demand experienced, holders do not offer below \$1 to \$1.05.

Orange has developed an easier tone and holders are now free to quote \$1.60 to \$1.70.

Peppermint is maintained in firm position in the face of a good consuming demand and a fair export inquiry; bulk is generally quoted at \$1.15, though we hear of some sales at a shade below this figure, or say \$1.10.

Savin, foreign, is held with increased firmness in view of slight scarcity and expected late arrival of the new crop; hold-

ers now quote \$1.75 to \$1.85. Domestic is held and selling at 90c to \$1.

Wormwood has marked a decline in consequence of excess of stocks and limited demand. We quote the range at \$4.75 to \$5.25.

## GUMS.

Asafetida is a trifle scarce, especially as to desirable quality and holders are firmer in their views though 30c to 40c will yet buy.

Aloes is without special change.

Arabic continues in demand and steady at 45c to 55c for first picked, 32c to 40c for second and 14½c to 16c for sorts.

Benzoin has been in active demand, and rather scanty supply and correspondingly firm at 30c to 32c.

Camphor does not offer below 60½c to 61c for barrels and cases respectively. The demand is improving and an active market soon is probable.

Curacao is selling moderately in a jobbing way at 4c to 4½c; Cape held at 6½c to 7c; Socotrine is quoted 16c to 24c, as to quality, and a moderate trade is reported.

Gamboge is in better supply and values are easier, with 45c to 50c generally quoted for pipe.

Myrrh is scarce and in demand and holders are indifferent sellers at the range of 15c to 24c.

Senegal is readily obtainable at 15c to 24c for the various grades of picked, 13c to 14c for sorts and 8½c to 14c for siftings.

Tragacanth is under good control and with market conditions abroad favorable to holders, first Aleppo does not offer below 65c to 75c, second 50c to 60c, first Turkey 75c to 85c, second 50c to 55c and third 40c to 45c.

## ROOTS.

Alkanet is held at 5½c to 6c, but inquiry at the moment is rather limited.

Belladonna is firmer and recent sales have been at 10c to 11c.

Calamus, bleached, is in demand, but there is little stock available.

Ginger, Jamaica, unbleached, is hardening in value and 3c to 9½c has been paid, as to quality and quantity.

Ginseng continues extremely scarce, and recent sales have been at an advance to \$5.50 to \$7.00, as to quality.

Golden seal is dull and easier, holders now offering supplies at 53c.

Ipecac shows increased firmness and holders do not now offer below the range of \$2.95 to \$3.10 for whole.

Jalap has weakened in the interval owing to arrivals, and we hear of sales at 12½c to 14c.

Orris is in good request, and Florentine is firm at the range of 10c to 14c. Verona is easier and may be obtained at 4½c to 6½c.

Senega, Western, is jobbing firmly at 36½c. It would be difficult to obtain a concession from this figure, most holders wanting even more money.

## SEEDS.

Canary quotations are without change; sales at 2½c to 2¾c for Smyrna and 2¾c to 3c for Sicily.

Celery has weakened somewhat owing to reports of India markets abroad, and local dealers now quote 7¼c to 7½c.

Colchicum maintains its firm position, and owing to extreme scarcity nothing now offers below 60c to 65c.

Coriander is meeting with considerable inquiry, bleached being in special demand at the range of 4c to 4½c; natural quoted 3¼c to 3½c.

Millet is in somewhat limited supply, and holders are firmer in their views at 1½c to 2c.

Poppy does not offer below 5¼c to 5½c, a slight advance over previous quotations.

Stavesacre is extremely scarce and values are firm. While some holders quote 38c, we hear of sales at 40c; forward deliveries quoted 35c.

# THE KNIGHTS OF THE ROAD.

## Notes of the Traveling Salesmen.



**Rudolph Schoenfeld.**

New York City Representative of Sharp & Dohme.

Were wit, wealth and cheerfulness beauty, Rudy Schoenfeld would be the richest and handsomest man in Greater New York.

The subject of this sketch has been associated intimately with the drug trade ever since early boyhood. He was employed by Julius Zeller for ten years, four of which were spent on the road. He then became a member of McKesson & Robbins' city staff, and about eleven years ago became attached to Sharp & Dohme's city staff. He is one of the best known and most popular drug salesmen in the metropolis. His friends are legion. He holds his friends because he deals squarely with them. Cheerful of disposition, he is the life of every social gathering in which he is a participant.

Hoboken claims him as one of her finest, and the good old town on the Hudson may well be proud of him. Had he yielded to the persuasion of his many Hoboken friends, he would now be Judge Schoenfeld, because they insisted upon having him accept the honorable position of Justice of the Peace.

Rudy will never confess how old he is. We can only guess how young he is by realizing that he must have discovered the famed spring of perpetual youth. Long may his smile illumine the pharmacies of Greater New York!

**Buffalo.**—O. P. Ross, druggist, at Olean, N. Y., has given up his store and engaged as salesman for Parke, Davis & Co. He is now at the Detroit headquarters preparing for the road. Thomas W. Tyson of Buffalo has taken a similar position. Mr. Ross will take a Western New York route and Mr. Tyson will canvass Buffalo and vicinity, paying special attention to the retail trade. Both will report to F. W. Buescher, the Buffalo manager of the company.

William Klein, who goes on the road for Stafford's ink, and does not fail to take in the drug trade with the rest, is in Buffalo, looking after his many customers.

Paul E. Treppenhauer, whose business is the looking after the trade of Meyer & Lange, is in Buffalo just now, preparing his customers for the big summer trade that is before us.

George H. Macy we have always with us, which means that the many specialties of Dodge & Olcott are well looked after on the route that is covered by this fine salesman. He has just left us.

C. M. Edwards gets into Buffalo pretty regularly and sells a good lot of goods for Gilpin, Langden & Co. He has been here some days during the last half of March.

D. S. Harris, who is an occasional visitor to town in the interest of the Thomas Wigton Glass Company, is due the last week of the month, for a good, profitable stop.

The American Hard Rubber Company sends to Buffalo as usual H. E. Horton, who has for a considerable time looked so well after its interests that he is with us still, having just finished a March visit.

**Rochester.**—George E. Burrows is another member of the fraternity whose regular visits are always looked forward to with pleasure, and whose welcome is as much due to his personality as to the fact that he represents Schleffelin & Co.

F. C. Moore, of the R. Hillier's Son Co., Importers and drug millers, New York, needs no letter of introduction to the Rochester druggists. He was in town on business last month for a few days.

Wm. J. N. Gervaise keeps on the road for Lehn & Fink, of New York. Mr. Gervaise is in Rochester to-day, having stopped over on his return trip from the West.

H. T. White, who is selling the toilet soaps and perfumes of David S. Brown & Co., New York, showed us a fine line of samples on his recent visit here.

R. E. Service hath a way of advertising his coming visits which is sure to attract attention. His laconic "XXVI" flying on before his automobile, which is labeled "Coming," speaks volumes for itself and for his skill as an advertiser. John M. Maris & Co. are the happy possessors of the Services of his unique Service.

Another good card is that of Nelson, Baker & Co., Detroit, which somehow I never see without thinking of sweet chocolate. This time the chocolate colored card announces the coming of P. J. Coughlin, the popular salesman of this company, whose call is put down for the 5th to the 10th inst.

Another card announces the coming of Boyd N. Sheppard, representing Walter F. Ware, Philadelphia, makers of Mizpah Goods, Big Four, Lu Lu Specialties, &c., on the 6th.

B. I. Hicks, "Lazell's representative," promises us his company with whiffs of odors from Araby the blest, from the 9th to the 15th. He will be welcome.

**Boston.**—F. A. Henry, of the Henry Pharmacal Co., Louisville, Ky., is here pushing Pluto water.

Rudolph Wirth, with E. Fougere & Co., of New York, has been around for the usual batch of orders.

Gen. N. W. Day represents the sundries department of Schleffelin & Co., New York, and has just placed some large orders in this city.

F. M. Decker has been the rounds again in the interest of J. Wyeth and Bro., of Philadelphia.

We have recently been stocked up in whist brooms by L. J. Perkins, who carries the grip for Waters & Sons, of New York.

A. B. Wolfe has been here representing C. J. Tagliabue, of New York, and succeeded in placing a quantity of clinical thermometers.

W. R. Degan sells sponges and chamols for Huneke Bros., of New York. He did well on his last trip.

E. W. Carr has been booming business for A. R. Bremer, proprietor of Coke Dandruff Cure, Chicago, Ill.

Frank M. Howe has been on the trail again. He represents F. E. Clapp & Co., Walpole, Mass., hospital supplies.

H. M. Howe booms the absorbent cotton business for the firm of F. E. Clapp & Co., Walpole, Mass., and all goes well for the parties concerned.

H. W. Thomas has many friends in this section. A genial disposition and a gift for business does the rest for the firm of F. R. Arnold & Co., New York, dealers in sundries.

C. E. Keith, agent for Seabury and Johnson, of New York, is on the list of recent arrivals. His skill in getting all that is wanted puts him high in the scale of successful knights.

Mr. Clute looks after the Prophylactic Brushes, manufactured by the Florence Manufacturing Co., Florence, Mass., and knows how to get good orders.

Rudolph Wirth dropped in, and fortune seemed to smile on every one. He is still looking after the interests of E. Fougere & Co., of New York, and keeps things moving.

**Cincinnati.**—E. T. Rossiter, who represents Powers & Weightman, of Philadelphia, was a recent visitor to the city.

Gus Danziger, who formerly traveled for the Stein, Vogeler Drug Company, now represents J. Ellwood Lee & Co., of Conshohocken, Penn.

George H. Waltz, who sells druggists' sundries for S. Landsdorf & Co., of New York, was a recent caller on local jobbers. He reports good business.

Charles Bernstein, the well-known sponge and chamois salesman, was in Cincinnati last week in the interest of Lasker & Bernstein, of New York.

Bart Whittaker, who is the only traveling representative of Lloyd Brothers, is now a devotee of bowling. He is an authority on the sport and can talk intelligently on it.

Robert H. West, one of the best known drummers traveling in Ohio and adjoining States, spent last Sunday here renewing old acquaintance. Robert still is the mainstay on the road for Hale, Justis & Co., of Cincinnati.

Edward P. Dehner, the Cincinnati boy who recently accepted a position on the road with Parke, Davis & Co., of Detroit, is making a decided hit, and has been given additional territory. This well-known firm has secured several good drummers from this particular neck of the woods.

J. H. Strobel, who for many years was identified with various Cincinnati concerns selling druggists' sundries, is now located in New York and is living at the Victoria Hotel. He is now selling sundries for several Gotham establishments and has an office in Nassau street.

**Cleveland.**—E. W. Harrison was a recent caller at the office of the N. O. D. A.

The Paris Medicine Co.'s representative, H. C. Mead, was soliciting orders here recently.

The Smith, Kline & French Co. was represented here by H. E. Smith during the past fortnight.

J. J. Fleck's agent, B. W. Tillotson, gave the drug trade a call recently.

Ben Freer, with Sharp & Dohme, was calling upon the local trade in the interests of that firm lately.

Geo. J. Benedict, representing the Taylor Cough Drop Mfg. Co., was among the fortnight's visitors to the retailers.

**Chicago.**—G. U. St. Clair, of Johnson & Johnson, has just returned from a two weeks' trip in the East.

T. T. Brown, of New York, for the last 40 years connected with F. R. Arnold & Co., is spending the spring months in Chicago.

### The Coke Dandruff Cure Advertising.

A new and novel window dressing in connection with the drug stores of the city has been lately attracting the attention of New Yorkers. The entire outer surface of the glass has been in most instances given up to a form of advertisement which has proved attractive to the passer by, and at the same time remunerative to the proprietor of the pharmacy. The article advertised was the well-known Coke Dandruff Cure. The fact that these displays should attract so much attention in the metropolis speaks volumes for the capability and foresight of the gentleman who has charge of the business. A. R. Bremer made a brief trip to New York recently, and it is fair to be presumed that he gave considerable attention to the subject of advertising and extending his business while on his way East. Mr. Bremer is well known to the wholesale drug trade, as he was prominent in attendance upon the meeting of the N. W. D. A. in Chicago last year. The A. R. Bremer Co. maintain a well equipped set of offices at the corner of Ann street and Park row, New York.

### Perused with Great Interest.

Inclosed find check for subscription for 1901 to your journal, the numbers of which are anxiously looked forward to and perused with great interest. WM. O. FRILEY.  
Lancaster, Pa.

Permit me to compliment you on the improved AMERICAN DRUGGIST, as shown in the recent issues. If you would take it kindly, I would like to particularly refer to the department headed "Cream of Current Literature." This section, in my opinion, well worded, tersely put, will more than repay any subscriber the entire subscription price of the journal.  
Cincinnati, O.

JOHN URI LLOYD.

### A Convenience.

Every pharmacist should carry a stock of glycerole pepsin. It is a most convenient and satisfactory article for dispensing and manufacturing purposes. Armour & Co. make one of the most reliable glyceroles on the market—a stable 10 per cent. solution of U. S. P. pepsin, of light amber color and good odor. The strength of this glycerole makes it easy to figure the amount to employ when a given quantity of 3,000 test pepsin is desired. Armour's glycerole pepsin is put up in 8 and 16 ounce and 5 pint bottles and 1 gallon jugs.

The fly season is at hand, and fly buttons are the particular weapon with which they should be met. Six heavy sheets of poisoned paper, 3½-inch diameter, red label, wire staple through the center, and called button from their circular form, are sold at 2½ cents and retail at 5 cents. Premiums are given with six, nine and eighteen dozen orders. Send to the Fly Button Co., Maumee, Ohio, and mention this paper when writing.

The unexampled facilities for fast traveling afforded by the Florida Limited, which leaves New York every day at 12.40 noon for St. Augustine, via P. R. R. and Southern Railway, is a great boon to business men, and all those to whom time is an object. The Florida Limited has a dining car service, and drawing room compartment through cars. The New York offices are at 271 and 1185 Broadway. Alex. S. Thweatt, Eastern Passenger Agent.

The local press of North Adams, Mass., have gone into rhapsodies over the handsome new fixtures of the pharmacy which George A. Hastings, an old and well-known druggist of that city, is about to open in the new Hotel Richmond. The fixtures are of curly birch, with combination glass counters, and were furnished by the Rochester Show Case Co., of Rochester, N. Y. When entirely fitted up the pharmacy will be one of the handsomest in the State.

A good cigar trade is desired by every up-to-date pharmacist, and the Detroit Tobacco Co., of Detroit, Mich., shows how this may be obtained, and in connection with it, free, a detailed, self-adding, solid nickel-plated cash register. This register, heretofore sold for \$175, is sent free with 1,000 of the company's best 5-cent cigars, at \$39 the thousand. These cigars are held to be equal to any 5-cent cigar on the market. Read ever line of the advertisement and mention this paper when you send to the house.

Honest pharmacists, and to their credit it may well be said that they are so greatly in the majority that the other proportion is of infinitesimal importance, find that it pays to handle a genuine article. Bromo Quinine, for instance, is a valid trade-mark, and the Paris Medicine Co., of St. Louis, Mo., announces that all infringers will be prosecuted. It has already made notable examples, so that those to whom honesty does not appeal, are influenced by fear to refrain from infringing. When ordering, mention the AMERICAN DRUGGIST.

Do you want to increase your prescription trade? If you do, send to the International Blank Co., of Nos. 612 and 614 Main street, Cincinnati, Ohio, for catalogue and samples. This company are exclusive makers of prescription blanks and call attention particularly to their magnificent aluminum covers and tinted bond blanks. Their duplicating blanks, which they claim are the only practicable copying blank on the market, are better and cheaper than ever. The blanks are on bond paper, 20 pads to the 1,000, and are padded by the Johnson process. Mention this paper.

The physician is usually well prepared for the general treatment of grip and finds that his most pressing need is for a thoroughly reliable antipyretic and analgesic, which, while reducing temperature and quieting painful symptoms, shall not only add to the depressed condition of the patient but shall actually fortify him against depression.

Such a combination is found in ammonol, a coal tar product, in which there is a chemical combination with ammonia. It is a remedy which will sustain the patient while reducing temperature and overcoming pain. Write the Ammonol Co., New York City, for quotations, mentioning the AMERICAN DRUGGIST.

Druggists who have a call for a pure malt whiskey should not fail to correspond with G. W. Meredith & Co., of East Liverpool, Ohio. They are the distillers of Meredith's Pure Malt Whiskey, which is claimed to be the only absolutely pure malt whiskey sold. It is said to be indorsed by the entire medical faculty as the best stimulant and tonic for the sick or convalescent, and is especially recommended for bronchial and pulmonary trouble. It is claimed that the most searching analysis of chemical experts has failed to find any injurious ingredient in it. Druggists ordering will please mention the AMERICAN DRUGGIST.



# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, APRIL 8, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Lic. Phar., Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE, PIERSON, Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50  
Foreign Countries..... 2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### NEW YORK CUTTERS ORGANIZE.

THE exclusive information published in another column of the formation in this city of a secret organization of cut-rate druggists gives evidence, if evidence were needed, of the fact that the N. A. R. D. plan is "working." The formation of such an association is but a natural consequence of the N. A. R. D. movement, and must have been foreseen by all who gave the matter any serious attention. Indeed, it would perhaps have been good policy for the officers of the local associations affiliated with the N. A. R. D. movement to have encouraged the formation of such an organization, if only for the purpose of arriving at some definite understanding with the cutters as a body.

A study of the conditions prevailing in Minneapolis and of what was accomplished there by a broad and intelligent treatment of the situation shows that, to arrive at any really satisfactory solution of the cut-rate question, the quickest, and probably the best, method is to secure the co-operation of the cutter himself, and for this an organization of cutters amounts almost to a necessity.

In the interviews given in our news columns it will be observed that the aggressive cutters have in some instances been obliged to lower their prices to bring them to a parity with the prices set by the local organizations. It is highly probable that, having once demonstrated to the cutters the real power possessed by the N. A. R. D., it would have been possible to arrange a price schedule which might be mutually satisfactory, even though it were found necessary to make a differential in favor of the cutter, as was done in Minneapolis. One advantage of such an arrangement as this would be that the larger cutters would be very jealous of the recognition as cutters of the "small fry," and would themselves aid in restricting the list of cutters. Since this was not done, however, it was manifestly to the interests of the secret organization to take in every applicant who had the least claim to be considered a cutter, for every increase in the membership would mean an increase in the strength of the organization.

The claim put forward by the president of the cutters' association to credit for restraining the department stores from advertising a slash in prices on the strength of the N. A. R. D. movement certainly appears to have some weight, and is an indication of what might possibly have been and may still be accomplished by a clever handling of these apparently antagonistic interests. The formation of the cutters' organization, however, is a most reassuring feature of the local situation, as indicating in some degree the solid character of the N. A. R. D. movement.

## THE SAD PLIGHT OF THE GERMAN PHARMACIST.

IT is no uncommon thing to find educated American pharmacists attempting a contrast between the conditions of pharmacy in the United States and those prevailing in foreign countries, generally to the discredit of the craft in this country. They point to the higher professional standing enjoyed by the pharmacist in the old country; to the supposedly superior social and financial position which he occupies; to the governmental restrictions upon the number of pharmacies that may be operated in a given locality, and to a long list of other supposed advantages not possessed by his American confrère.

Those of us who read the German pharmaceutical journals and who are familiar with the trend of pharmacy in the "Vaterland" during so short a period even as the past ten or fifteen years, are aware of the fact that a great change has taken place in the conditions surrounding the practice of pharmacy in Germany in that time. For one thing, the heavy yoke of paternalism weighs on the German pharmacist in a manner which is scarcely conceivable even by the pharmacists of New York State, who are but beginning to feel the yoke in the operation of the new pharmacy law which went into effect on January 1 last. In Germany every detail of the practice of pharmacy is closely supervised by the Government. A regulation exists in Bavaria, for example, that no smoking and no loud and unnecessary conversation shall be tolerated in the stores, nor shall any domestic animals be kept therein, a restriction which would seem to bar the time-honored drug store cat, and possibly the goldfish of the pharmacy aquarium.

The German pharmacist appears to be engaged in a constant fight with the Government, with the public, with his arch enemies the "drogisten," and with the sick benefit associations, and he is really more to be pitied than envied. He is certainly entitled to our sympathy on account of the strenuous fight he is making for the maintenance of his former enviable social and financial position, a fight in which he has enlisted every possible means of support, including well organized associations, local and national, and an able conservative professional press. The "drogisten," a class of drug dealers who are not required to be licensed as pharmacists and who are permitted to sell the simpler drugs and medical supplies, but cannot dispense prescriptions, and can only sell poisons under special restrictions for household use, are gradually displacing the pharmacist in Germany in the trade in the hundreds of odds and ends that do not belong to the prescription department and yet yield a considerable portion of the pharmacist's income. The subject of shorter hours and Sunday closing is also a *questio vexata*. It is especially the country pharmacist, who often cannot afford to keep a licensed clerk, who suffers under the present requirements that a licensed pharmacist must be present in the store from 6 a.m. to 10 p.m., and during the night must be at all times ready to respond to the call of the applicant for a seidlitz powder or a pfennig's worth of court plaster.

It is curious to note that in Germany the relations between the country pharmacists and the city pharmacists are somewhat similar to those which now prevail in our own country, particularly in the State of New York. The profession is by no means united and the relations of the two principal factions just mentioned are—well, strained. Then there are local cliques corresponding to the geographical and political divisions of the empire, which interfere with unity of action. When to all this is added the hostile attitude of the public, fostered by ill-advised attacks in the lay press, which serve to increase the faith in that article of the layman's creed which declares every druggist to be a highway robber; the growth of sick benefit associations which supply medicines and demand excessive discounts from the druggists; and last, but by no means least, the rise of the patented specialties and the decline of the legitimate laboratory products of the old-fashioned type, the woes of the German pharmacist will appear in their true light.

The lesson to be learned from all this is for the American pharmacist to frown down any attempt to imitate the German system of exaggerated paternalism, and if he go in for reforms, to see that they are of the sensible and practical kind.

## THE CHOICE OF RECREATION.

WHEN an active member of a wholesale drug firm, who is at the same time a professor of chemistry, editor of a dispensatory containing more than two thousand pages, and the author of half a dozen volumes ranging from fiction to science, tells us that he does but little work, we naturally wonder how he accomplishes so much. This, he says on another page of the *AMERICAN DRUGGIST*, is done by adopting an intelligent system of recreation, one based upon the proper comprehension of the difference in the meaning of the terms recreation and dissipation, terms which are but too generally confounded though having diametrically opposite meanings.

The word "recreate" is thus defined: "To give new power or effectiveness to, as one who has become languid or exhausted; refresh after labor; hence to amuse, divert." It will be observed that the primary significance of the word has to a large extent been lost sight of by the public at large, who are prone to accept the secondary meaning—to amuse—as the correct definition of the term. In but too many cases, and particularly among the young, the misconception is carried even farther, recreation being considered synonymous with dissipation, a word meaning the throwing away of, instead of the renewal, of energy.

Surely pharmacy offers a field wide enough to furnish profitable intellectual recreation for all who will take the trouble to make an intelligent study of the best methods of disposing of such brief leisure moments as fall to the lot of the pharmacist, and this very paucity of leisure renders it all the more incumbent upon the pharmacist to so husband his time as to accomplish the greatest possible good for his mind and for his body.

But to accomplish the best results systematic plans of work and of recreation are necessary. Definite hours, so far as possible, should be set apart for certain lines of reading, and at the end of a year of this systematic utilization of his leisure the pharmacist will find himself the gainer, not only by additions to his store of knowledge and intellectual riches, but by a finer appreciation of the treasures of literature.

## THE ART OF RECREATING.

BY JOHN URI LLOYD, PHR.M., PH.D.,

Author of "Stringtown on the Pike."

**I**N reply to the question concerning my method of working, I will say that I do but little work. If I accomplish anything of consequence, it is as a result of systematic recreation. I am a believer in recreation and in restful change of thought, which is a necessity to one who practices the art of living well. To a well-balanced life must come recreation as well as rest. It is not enough to work and then to sleep, to awake but to work and sleep again. There must, in addition to sleep, be relaxation that brings the restful change known as recreation, which, in itself may be abused by the frivolous, as sleep may be by the slothful, as work may be by the unwise and indiscreet. To know just how to recreate and how much to recreate is an art.



PROFESSOR LLOYD

## WHAT RECREATION CONSISTS OF.

But let us first ask, in what does recreation consist? The answer is, it consists in healthful relaxing change, and in this connection it must be borne in mind that while certain changes in thought, induced principally by eye touches and ear touches, are recreative to great groups of humanity, it does not by any means follow that to all men the same touch brings the same return.

That which to one man is typical of recreation, is to another man work. That which at one stage of a person's growth is delightfully recreative, at another period may become insipid, distasteful, wearisome. The conductor of a palace car, the man whose duties lead him to sail the ocean, considers his own style of travel a task. The musician before the footlights looks upon the playhouse as a place of labor; the theater has for him no charm; the music he helps to serve the audience is the result of labor.

To one man, a comedy is tiresome, another is wearied by a tragedy, while to another the sentimental, melodramatic society play is unbearable. But each may delight in what the other abhors. To this man a lively game of ball appeals; to that man a game of chess, in which the participants move scarcely more actively than do a pair of Egyptian mummies in a sarcophagus. A book of travel attracts one reader; another is charmed by an Indian tale; a third by a love-story, and yet a fourth by a religious book or by a novel.

## THE METHODS OF RECREATION,

when we stop to consider the matter, are seen to multiply, until they astound one who at first glance attaches the word *amuse* thereto. Relaxing change is recreation,

whether that change be in a church revival, excluding the organizers; a game of ninepins, excluding the pin-boy; or a circus, excluding the actors. Nor is it less a species of recreation for one so inclined to sit and meditate over problems of life that have been, or to speculate over problems that may be.

When we begin to analyze this thing called recreation, which is as necessary to the health of normal man as is sleep or exercise, we perceive that it is, or should be, a part of every life. The man who works physically all the week does not require exercise. He rests and recreates by inaction the seventh day. The man who sits in an office from Monday morning until Saturday night finds his rest and recreation in excursions or out-door tramps on Sunday. To one the word recreation carries an opposite meaning to what that same word carries to the other, and the man who attempts to apply the Scriptural text, "Six days thou shalt labor, etc.," to these two men, by forcing them both to sit the day out in methodless inactivity, works one man seven days.

## THE FINER MEANINGS OF THE WORD RECREATION.

But this word recreate can be drawn into yet closer lines. It is not necessary for a person to sacrifice all his spare time in travel, in foolish frivolities, in useless change of method, or in muscular gymnastics in order to recreate. Upon the contrary, a man of good health and ordinary exercise, such as comes from regular business, may recreate by change of mind, in which each new thought or new movement brings a return by way of intellectual accomplishment, and, in my opinion, such methods of recreation, especially for the young and ambitious, bring the most acute as well as the most lasting returns. There are as many varieties of recreative thought lines as of methodless amusement.

The man or youth who artfully selects and turns from an exhaustive intellectual study to one altogether different may give a form of relaxation to his wearied mind which brings all the relief that any change can do. He may acquire rich stores of knowledge, and he may simultaneously experience the acutest intellectual pleasure, while at the same time he may be fitting himself to make this store of intellectual wealth a profitable investment even financially in a time to come. An hour a day devoted to such a mind-rest amounts, as time passes, to weeks, months and years devoted to the acquiring of treasured knowledge; it also adds increased strength of mind, increased capacity for work, and tends to the betterment of the regular lines of work.

## RECREATION IN READING.

A change from a book in science to sacred history; then to another phase of science, and next to ancient history; thence to still a third section in science, and next to modern history—will each bring recreative change that relieves the mind and yet enriches the brain both in what is called science and history; that is, providing the person exercises care to stop each study just short of weariness, to end his daily stint while yet he craves more of the same. To these may be added historical romances, the rich lines of thought so abundant in sacred works (and the Bible is an inexhaustible treasure), literary treatises of any description, critical or constructive, even languages or astronomical works, interspersed with an hour now and then devoted to simple amusement.

If the young person beginning life's duties can but realize the truth of these words, the imperfections of a defective education may finally be largely overcome, a rich and never failing source of intellectual recreation may be his part as he passes along, and in the end opportunities

to do and to act, that would otherwise not present themselves, may appear.

THIS IS ADDRESSED TO YOU, YOUNG MAN!

And now I think, or rather imagine that I hear some young man, some lad, perhaps, whose time is taken up in the details of a drug-store, say that this argument is all very well for those who have Sundays and evenings to spare, who have holidays and vacations, but to us, who begin work at seven in the morning and stop at eleven in the night, such a scheme is impracticable. To these young people I will answer, it is to you I write. I speak as one who has passed through these very conditions, as one who meets yet the most exacting demands of business, and who must artfully treasure now as never heretofore, the recreative hour, seeking mind change from duties that otherwise would wear the body out, sour the disposition and dwarf the intellect. It is for persons so situated that by request I presume to take the space of this article in the AMERICAN DRUGGIST.

It is true that some of us may have had, or yet have, hard task-masters, and that just now the chance to do these things is not the part of some who read these lines, but the majority do have ample opportunity. I am not talking at random, I am not theorizing, but am stating facts that are verified by the lives of thousands of active pharmacists of America, and of scientists conspicuous for their works. It is to you who feel discouraged over the future, who are disposed, in consequence, to neglect the present, that I now add this further argument.

#### AVENUES OF ENTRANCING RECREATION CLOSE AT HAND.

A change of thought, profitable mind-recreation for the ambitious young pharmacist, need not be difficult to obtain; it is not a thing afar. You have botany, chemistry, pharmacy, materia medica, with their endless channels of subdivision. The stories told by the drugs that travel to your hands from the remote corners of the earth are as charming as any traveler's story can be, and these stories are recorded in your literature. The speculations that may arise in the chemical and pharmaceutical lines are as restful as any story of the marvelous can be, and the journey to these speculative outreaches is as entrancing as experimental science can offer. The history of chemistry and pharmacy is attractive in itself. The history of many of the men conspicuous in it, both past and present, is not less so. While the young mind is open and responsive, a change of thought, of reading, of reflection, in these pertinent directions, as time permits, becomes entrancingly recreative.

And in the end, in addition to his business achievements, to one who encourages such recreative methods, a mighty store of knowledge, useful, healthful, profitable, is found to be at his command. Then, while in my opinion the art of recreation to one and all may be made profitable in useful mind-change, which ultimately returns a wealth of general information, the young pharmacist who systematically adapts these recreative processes, keeping first in view such as concern his art, "buildeth better than he knows."

But enough has been said to indicate that in my opinion recreation is necessary, but should be made useful, pleasurable and restful. The error is in accepting that in order to recreate one must trifle time away by frivolity, dissipation and wearing-out processes. Properly systematized, recreation becomes an art which adds a constant line of intellectual joys and enriches the mind. It enables the person who practices systematically such an art to apparently do an enormous amount of work, which

in reality is not work at all, but rest. Take this paper, for example. It is written during a recreative hour. The next hour for recreation may be spent in reading Solomon's Proverbs, the Song of David, Robinson Crusoe, or Æsop's Fables; and next may be an exercise in folklore, or a chapter from a popular novel, a political essay or a treatise on chemistry or pharmacy; an occasional hour in a theater devoted to light comedy, an occasional hour in church, a page of imagination added to a tale of fiction, or a game of cards with the children may make the next change and fill the next spare hour.

And in all comes an added capacity for business problems, which in their turn become recreative and pleasurable, in reality not a task, but a part of this writer's art of recreating.

## GATHERED FORMULAS.

(Continued from page 187.)

### Some New Cologne Formulas.

The following formulas for Cologne water are given in *Profumiere Italiano* for March:

#### I.

Oil of bergamot.....	Gm.	1
Oil of lemon.....	Gm.	2.5
Oil of neroli.....	Gm.	1.5
Oil of rosemary.....	Gm.	1
Alcohol, 96 per cent.....	Gm.	300
Orange flower water.....	Gm.	75

#### II.

Oil of bergamot.....	Gm.	8
Oil of lemon.....	Gm.	4
Oil of neroli.....	Gm.	1
Oil of origanum.....	drops	6
Oil of rosemary.....	Gm.	1
Alcohol, 96 per cent.....	Gm.	600
Orange flower water.....	Gm.	50

Cologne water improves with age, acquiring on keeping a characteristically delicate odor. This is supposed to be the result of a special etherification of the alcohol with the oils and resulting intermolecular changes. The manufacturers of Cologne water accelerate this change either by exposing the water in glass stoppered bottles to the action of the sun's rays, or by warming it gently in a water bath for a period of 48 hours.

#### III.

Oil of neroli.....	Gm.	1
Oil of lemon.....	Gm.	4
Oil of bergamot.....	Gm.	5
Oil of cedar.....	Gm.	1.5
Oil of lavender.....	Gm.	2
Oil of rosemary.....	Gm.	2
Melissa water (P.G.).....	Gm.	160
Alcohol.....	Gm.	1000

#### IV.

("Jülichsplatz, No. 4.")

Oil of orange.....	Gm.	2.5
Oil of lemon.....	Gm.	3.5
Oil of bergamot.....	Gm.	1.5
Oil of neroli.....	Gm.	1.5
Oil of rosemary.....	Gm.	1.5
Alcohol.....	Gm.	370

#### V.

("Gegenüber dem Jülichsplatz.")

Oil of lemon.....	Gm.	350
Oil of bergamot.....	Gm.	270
Oil of lavender.....	Gm.	20
Oil of mint.....	Gm.	12
Oil of neroli.....	Gm.	6
Oil of white thyme.....	Gm.	5
Oil of rosemary.....	Gm.	5

Oil of rose.....	1
Acetic ether .....	12
Orange flower water.....	1110
Rose water .....	200

Allow to macerate for one to two months, and then dilute with six to eight kilos of alcohol and distill.

## VI.

	Gm.
Oil of bergamot.....	12
Oil of neroli.....	6
Oil of lemon.....	6
Oil of mace.....	1
Oil of rosemary.....	1
Alcohol .....	960

## VII.

	Gm.
Oil of orange.....	24
Oil of lemon.....	24
Oil of bergamot.....	1.5
Oil of neroli.....	0.5
Oil of petit grain.....	0.5
Oil of rosemary.....	0.5
Alcohol .....	770

## Toilet Soaps.

## JASMINE SOAP.

White ground soap.....	kl. 50
Powdered violet roots.....	gm. 250
Jasmine essence .....	gm. 300
African geranium oil.....	gm. 60
Petit grain oil.....	gm. 50
Linaloe oil .....	gm. 45
Ylang-ylang oil .....	gm. 45
Heliotropine .....	gm. 5
Neroline .....	gm. 2

## LIGNALOE SOAP.

White ground soap.....	kl. 50
Jasmine extract .....	gm. 100
Civet tincture .....	gm. 80
Musk tincture .....	gm. 20
Linaloe oil .....	gm. 200
Palmarosa oil .....	gm. 120
Bergamot oil .....	gm. 80
Clove oil .....	gm. 20
Ylang-ylang oil .....	gm. 10
Cassia oil .....	gm. 5

## Elixir of Iron and Cacao.

Fat free cacao.....	grammes 20
Water .....	grammes 200
Alcohol .....	grammes 240

Digest together for three days and then filter. To the filtrate add

Syrup of saccharated iron oxide, Ph.G., 8.6 per cent.,	grammes 33
Simple syrup.....	grammes 240
Tincture of orange.....	grammes 3
Aromatic tincture.....	grammes 1.5
Tincture of vanilla.....	grammes 1.5
Acetic ether.....	drops 5
Water .....	grammes 1,000

**Acetospirin**—A New Salicylic Compound.—Has been used by Winterberg in the General Hospital in Vienna in 100 cases of acute and chronic rheumatism with marked success (*Wien. Klin. Wochenschr.*, 1900, No. 39.) Acetospirin is a combination of aspirin, or aceto-salicylic acid with antipyrin, and is distinguished from the other compounds of salicylic acid by the fact that it is insoluble in the gastric juice, and therefore does not irritate the mucous membrane of the stomach. The dose is 0.5 Gm. five or six times a day in wafers. It occurs as a white crystalline powder, having a slight odor of acetic acid and almost insoluble in cold water. Vollman's experiments showed that this preparation is insoluble in the gastric juice, but readily soluble in the intestinal secretions.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

## ACCOUNTING, BOOK-KEEPING, AND FINANCIAL.

## PART I.

## Accounting.

**A**CCOUNTING is that branch of the science of mathematics which deals with the calculations and records of commercial and financial affairs.

In England accounting has long been regarded as a distinct profession, and the expert accountant, or "chartered accountant," as he is called, occupies much the same place in the commercial world as the counselor at law does in the legal world; he is an expert adviser and authority on the forms and records of business and financial affairs.

Of late years the same idea has obtained here, and in the larger cities there are many expert or public accountants. In the launching of large commercial enterprises it has become the custom to call in the expert accountant to plan and inaugurate the system of accounting for the enterprise; to start the books and records of the concern.

The accountant devises an adequate and economical system of accounting suitable to the needs of the business. He is also called in to audit and supervise the accounting of a business, to examine the books and certify to their correctness, and act in an advisory capacity in all matters pertaining to the computations and forms of business and financial affairs.

## BOOK-KEEPING.

Book-keeping is the recording of business transactions in such a way as will admit of ready reference to any particular transaction at any time and a general analysis of the business' affairs, its profits and losses from various causes and sources.

The books of a business are, or should be, a history of that business, and the system adopted, to be of value, must be complete, for in the degree that his system of book-keeping is lacking in completeness, the merchant will lack that intimate knowledge of his business affairs so necessary to the intelligent and successful management of his enterprise.

Although, primarily, the books of a business are for the information of the proprietor of the business, they should be kept by a generally recognized formula, and not in such a way as to be only intelligible to the proprietor; this is a duty that he owes to his creditors and his heirs and assigns. The books should bear the impress of having been kept in good faith; any obscure entries, changes or erasures may be regarded as grounds for suspicion. A well kept set of books never contains an erasure; if an error has been made in posting the best methods demand that the entry be crossed out and a correct entry made and noted, "correction."

Book-keeping has been divided into three classes;



"single entry," "double entry" and "the mixed method;" the latter being a combination of the other two methods.

#### SINGLE ENTRY.

"Single entry" is book-keeping in its simplest form. As its name implies, transactions are posted singly, or only once, in the ledger. The books usually used in this system are the Day Book, Cash Book and Ledger.

In the Day Book, also called "waste book," or, "blotter," is recorded each transaction as it occurs, and these transactions are afterward posted to the cash-book and the ledger. The ledger contains personal accounts—that is, accounts with persons to whom the merchant has sold goods on credit, and accounts with persons or firms from whom the merchant has bought goods on credit.

In the cash book are posted all items of cash receipts and disbursements; the chief purpose of the book being to show the cash balance, or amount of cash on hand and in bank.

#### DOUBLE ENTRY.

The chief features of this system are what is called "journalizing," and "representative ledger accounts." In addition to the day book and ledger, a "journal" is used. This is a sort of a go-between to the two former books, the items are carried to the journal from the day book, the object being to classify and arrange them for the final posting to the proper ledger accounts; this classification being called "journalizing."

In the ledger are kept not only accounts with individuals, but with things as well.

These non-personal accounts are known as "representative accounts." The representative accounts are of great value to the merchant, as he learns from them the profit or loss arising from the different classes of his transactions.

Of especial value in this regard are the accounts with "merchandise," "expense," "credit" and "capital."

The account with merchandise shows the total amount of business done; the cost of the merchandise dealt in; the total for which it was sold, and hence the gross profit that the business has made. The account is opened by charging or debiting it with the stock on hand at the beginning of the business period, and also debiting to it from time to time all the goods purchased; it is credited with the total cash and credit sales, and the difference between debits and credits is the gross profit made on the dealings.

The expense account shows the cost of conducting the business, all payments for expenses are debited to the account; there are no credits in this account. The expenses deducted from the gross profit made on the merchandise gives the net profit on the business done.

The "capital" account is really the personal account of the proprietor of the business. This account is opened by debiting to it the amount that he invests in the business and crediting it with whatever sums he draws out, and also whatever merchandise he takes from stock for his personal use. At the end of the business period an inventory of the stock on hand is taken and the amount of gain or loss ascertained; if a gain has been made the amount is debited, added to the original capital and brought down as "net capital;" if, on the contrary, a loss has been made, the amount of the loss is credited to the account and deducted from the original capital.

The "credit account" keeps track of the amount of the credit business done and the payments on account; the total of each day's charges are debited to the account and the total of each day's "paid on accounts" credited. The

account shows the amount of credit business done and the state of the collections.

There are many other representative accounts in regular use in the book-keeping systems of large wholesale houses (it is pre-eminently the system for wholesale trade), but enough has been shown to give an idea of the use of these accounts.

A representative account may be opened with any department of a business, or with any particular kind or class of merchandise with which it deals, with a view to obtaining exact information of the gain or loss involved in the particular transactions.

Double entry derives its name from the fact that every item must be charged to two or more accounts in the ledger; every debit must have a corresponding credit so that the books will always balance. When a bill of goods is sold the amount is debited to the customer's account, and the corresponding credit is posted to merchandise account. That is to say, the goods that were sold were taken from "merchandise," hence the credit to merchandise showing that the stock has been reduced by the amount that was debited to the customer.

#### THE MIXED METHOD.

Broadly speaking, any method of book-keeping that is not strictly single or double entry may be said to be a mixed method system; usually it consists of a system whereby the simplicity of single entry is combined with the representative accounts of double entry.

The book-keeping of the largest retail establishments is, as a rule, a mixed method system, especially adapted to the particular needs of the trading.

The one feature of modern retail book-keeping that has tended to greater simplicity is the use of vouchers for original entries and the consequent discarding of day-book and journal; the record of each transaction being made first on a voucher, slip or check, and by the use of different colored paper or printed headings on the checks the entries are classified or journalized ready for posting direct to the ledgers.

#### FORMS AND METHODS OF SINGLE ENTRY.

A clearer idea of the principles and methods of book-keeping will be had by a study of the forms used in a simple system of single entry; the books used being the day book, cash book and ledger.

Each item is entered in the day book at the time of the transaction, thus:

##### DAY BOOK.

	January 1.	Dr.	Cr.
John Smith, to Prescription 51978.....		.50	
Smith Drug Co., by merchandise as per bill of this date.....			\$25.00
Jas. Jones, by cash on account.....			\$5.00
Paid for expense, rent.....		\$25.00	
Paid for merchandise, Smith Drug Co., on account.....		\$100.00	
Proprietor, cash drawn for personal use .....		\$10.00	
Cash sales this day.....			\$50.00

These entries are merely to show the different transactions to be recorded; the first item being a credit sale, and then in the order given, a credit purchase, money received on account, money paid out for expense, money paid out for merchandise, money drawn out by the owner of the business and money received from cash sales.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

*This series of papers is designed to furnish the information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

(Thirteenth Paper.)

### THE ABERRATION OF LIGHT.

**A**BERRATION of light is a peculiar phenomenon, which causes an alteration in the apparent position of a star from its true place in the heavens; this deviation being but slight in the course of a year. It is due to the fact that the observer is carried along by the motion of the earth in its orbit while the light is traveling from the star to the earth.

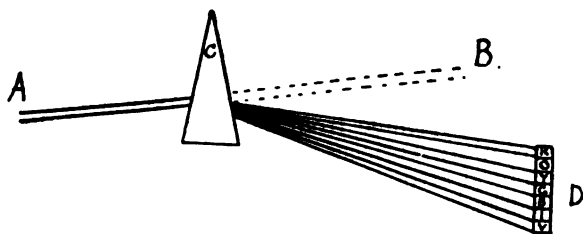
This may be explained by the following illustration: Suppose raindrops were falling perpendicular to the earth's surface, and an observer was standing on a car which was moving back and forth. The drops would strike him at an angle deviating from the perpendicular in proportion to the rapidity of his movements, just as the light coming to us from the heavenly bodies does, when we compare the motion of the car with that of the earth in its orbit.

In the science of optics the terms "chromatic" and "spherical aberration" are frequently met with, and it is important that the optician should have a clear understanding of their meaning. But an extended intercourse with opticians has shown me that a majority of them do not have the slightest idea of what is meant by these terms, while many others have but a vague and incorrect impression.

Lenses for the formation of perfect images are difficult of construction; there are two chief faults to be corrected—viz., chromatic and spherical aberration.

#### CHROMATIC ABERRATION.

This condition depends upon the differing refrangibility of the several colors of which white light is composed. It is a well known fact that sunlight is composed of seven primary colors, the proper mixture of which produces white light. These colors are red, orange, yellow, green, blue, indigo and violet. The schoolboy way of remembering them in their proper positions is by the words roy-g-biv.

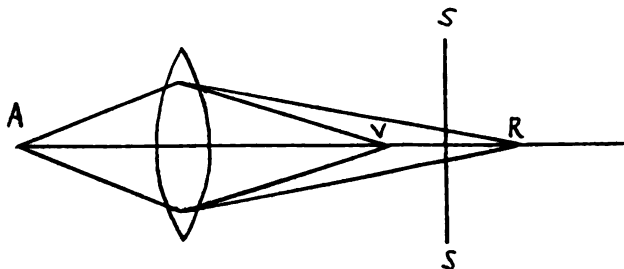


EFFECT OF DISPERSION OF RAYS.

When a beam of sunlight is made to pass through a prism, it is not only turned out of its course, but the different colors of which it is composed are refracted unequally, and instead of being brought together at a point they are separated and spread over a little space, forming what is called the solar spectrum.

In the above diagram the ray of light A B is bent by

the prism so as to become A C D; this is called refraction of light. But each of the colors is refracted differently, red being turned the least and violet the most, the other colors being in regular order between these extremes. This is known as dispersion of light.



EFFECT OF CHROMATIC ABERRATION.

In this figure the light emanating from a luminous point A is refracted by the lens and also dispersed. The violet rays being refracted, the most are brought to a focus at V, and the red rays being refracted the least, are focused at R. There is, therefore, no common focal point for the rays emanating from A. The best place for the receiving screen would be midway between the two focal points at S, although there is even here no perfect focus.

Therefore in telescopes, microscopes, and other optical instruments, the dispersive properties of the lenses cause a number of foci, which greatly impair the value of the instrument. So also the outlines of objects formed by a lens will be slightly edged with rainbow hues, especially noticeable at the edges where the refraction is the greatest.

#### CORRECTION OF CHROMATISM.

This fault of a convex lens being pointed out, the question at once occurs, Can it be remedied? And the answer is that it is corrected in every good lens. This is accomplished by an achromatic lens, which is a combination of lenses put together in such a way as to neutralize the dispersive effect.

In order to understand how this can be done, there are several points to be remembered. The action of convex and concave lenses on light is diametrically opposite, and when they are placed together one counteracts the effect of the other, and, if of corresponding curvature, they exactly neutralize each other, and acting as plane glass produce no image. In order that an image may be formed, it is necessary that the refractive power of the convex lens should predominate over that of the concave. This is the first point to be remembered.

The amount of dispersion is not always proportional to the amount of refraction; refractive substances differ greatly in this respect, some having a high refractive and a low dispersive power, and *vice versa*. This is the second point to be remembered.

The dispersive and refractive properties of glass may be determined by passing a ray of light through prisms of different material, and the first is measured by the length of the colored spectrum formed, and the second by the amount of deviation of the ray. This is shown for three well known substances in the following table, which is only approximate:

	Refraction.	Dispersion.
Water .....	1.3	1.4
Crown glass.....	1.5	2
Flint glass.....	1.6	4.3

I have been reading drug journals for the past 16 years, and think the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD the best I have ever seen.

A. W. PRESTON.  
Ballard, Wash.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

**Western Druggist, March.**

*Therapo-Pharmacy of Preparations for External Use. IV.—Miscellaneous Dermatic Preparations.* By C. S. N. Hallberg, Ph. G.—Continuing the subject of external medication, the author refers to the conclusions of Dr. Thomas R. Reilly, as to the relation of the volatility of a medicament and its absorbability, which he believes with Dr. Reilly to be very intimate. He reviews the various forms of external medication in general use including the pastes, glycerin jellies, liniments, salve mulls, salve pencils, etc.

*The Sale and Fitting of Trusses and Their Profit.* By Samuel Strauss.—The author first enumerates the difficulties incident to a purchase of stocks of this goods. It is impossible for the country druggists to keep a complete line of trusses to suit every physician, while the physician himself knows very little about the matter of fitting trusses. The author's remedy is for the druggist to first obtain the doctor's confidence by studying anatomy so as to be able to distinguish the difference between the different forms of hernia, then learn the mechanical principles involved in truss fitting, then go to each of the doctors and talk to him so that he will see that the druggist understands what he is talking about, and tell him that for every patient sent he will receive a fee. [We question very much whether this latter advice is altogether sound.—Ed. A.M. DRUG.]

If one has a wife or lady attendant who will undertake the task it is better to have her study the subject and learn to fit female patients. Where this is not practicable the druggist himself may perform this task without giving offense by having the patient put on a suit of thin underwear with a slit 6 inches long over each groin, a muslin petticoat, or, better still, a Mother Hubbard skirt with slits in front and rear and over each hip about 10 inches long. This clothing should be carried by the pharmacist to the residence of the patient, and the fitting should invariably be done in the presence of some adult member of her family, or of the physician. Before going to the patient the pharmacist should get the measurement around the body, half way between the anterior-superior spine of the ileum, and the major trochanter, and carry with him three sizes of trusses, one being of the same measure, one larger and one still larger, and should also carry with him different styles of pads. If the patient has had a strangulation no attempt should be made to fit the truss. The author suggests an additional charge of 50 per cent. wherever a patient is sent by a physician, and if the physician is present at the fitting an additional charge of 100 per cent., the fee thus charged being turned over to the physician.

*What to Sell and When.*—Edward P. Higby believes firmly in and advocates strongly the resort to preparations of one's own make as a cure for the cut-rate evil. He advises the proprietor to give to his clerks a list of the preparations which he wishes to push particularly, with instructions to the clerk to learn all he possibly can about the preparations and their good points, and to test the knowledge obtained by making the clerk recite the information learned. He advocates the institution of a practical quizz along this line including the popular names which are not in common use. Finally he says, "Do not hesitate about wrapping up a package, for a package wrapped is nearly sold."

*Does Urinary Analysis Pay?* By Pierce B. Bear.—The author says that he has been engaged in this work for about three years, and expended about \$200 upon apparatus, books, etc., and has so far realized considerably more than the outlay, while the indirect benefit of such work is of inestimable value in giving the physician a high opinion of the pharmacist's technical skill. He gives the following list of necessities in an outfit for this work: "A microscope of good performance to magnify about  $\times 650$ ; a liberal supply of test-tubes, a few pipettes, a pycnometer, an Esbach's albuminometer, a Doremus ureameter, and three or four good reagents for sugar and as many for albumen, and a few special ones for special products; also a few good books on the subject, such as Purdy, Tyson, Simon's 'Clinical Diagnosis' (which takes in blood, sputum, feces, etc.), or any other good work as may be desired. As for accessories, one could spend a small fortune if one chose to do so. However, additions to the microscope, such as an oil-immersion lens, Abbe condenser and iris diaphragm, a number of good books, as well as a variety of the more improved apparatus, such as a centrifugal machine, burettes, etc., and an analytical balance will suffice for such work as the pharmacist may be called upon to do."

*The Detection of Methyl Alcohol in Pharmaceutical Preparations.* By Ferdinand A. Sieker.—This article was published as an original contribution in the AMERICAN DRUGGIST for March 25.

*Is Soda Water a Profitable Adjunct to the Drug Business?*—Is a question answered in the affirmative by Vernon Driskell in a paper read before the Kentucky Pharmaceutical Association and reprinted here.

*How to Conduct a Prescription Counter.* By Bernt Olaf Kysett.—In this article, which is reprinted from the proceedings of the Minnesota Pharmaceutical Association, the author traverses familiar ground, but offers several suggestions which seem worthy of consideration. The absolute isolation of the compounder is insisted upon. The use of uniform shelf ware is condemned, original containers being preferred. The stock should be frequently and rigorously inspected; pharmaceutical journals should be read; a good pharmaceutical library should be kept on hand and in use and cutting on prescriptions avoided.

*How to Protect Our Sundries Trade Against Outside Competition.* By H. P. Hendricks.—The author recommends the druggist to keep the highest grade of sundries that he can induce his patrons to purchase, avoiding all low priced goods, which is very sound advice. The paper is reprinted from the proceedings of the Iowa Pharmaceutical Association, but through an unfortunate typographical error the title is given "Sunday" instead of "sundries" trade.

**The Druggists Circular, March.**

*Chemical Accuracy; Especially in Strychnine Tests.*—J. C. Wharton takes up the suggestion offered in an earlier article by S. W. Williams that even if the color reaction of a mixture of hydrastine and morphine were the same as that given by strychnine (which he does not admit), it would be necessary that the two alkaloids should be together at that stage of the work at which the bi-chromate test would be applied. As already pointed out

by Mr. Williams this is not the case in following out the usual methods pursued in toxicological research. The author gives in detail the process used by him, and states that the merest tyro would be able to distinguish between the strychnine reaction and that given by the mixed alkaloids.

*Truxillo Coca Leaves.*—Professor H. H. Rusby contributes another article on this subject supplementing one published in an earlier issue of the *Circular*. It seems that his artist in copying Cavanilles' illustration of the type of erythroxylon coca, introduced into the copy characteristics of a plant in the green house labeled "E. Coca," instead of adhering strictly to the figure as given by Cavanilles. This error was detected and corrected save as to the fruit, and as a result the figure shows the fruit of *Erythroxylon Truxillense* Rusby attached to a plant of E. Coca. This error has been detected by Holmes and commented on, and the matter is set straight by Professor Rusby, who also points out an erroneous statement made by Mr. Holmes regarding the source of the Truxillo coca of the British market. Dr. Rusby also points out that a frequent source of confusion in botanical nomenclature lies in the failure to recognize the fact that names having once been conferred should never be changed even where the description is faulty. He holds that the validity of a name is not affected by a faulty accompanying description, unless the fault and the circumstances of its publication are of such a nature that it is impossible to know what plant was intended, and such a case must be very clear before it can be acted upon with propriety. This principle might be stated by saying that the plant and not the description is the original of the name and every effort must be made to preserve the relation between the two rather than to discover technical flaws which can be made the basis for expunging the name.

*Advancing the Pharmacopœia.* By A. R. L. Dohme. —The author discusses at some length the question of making the Pharmacopœia a national standard for drugs by Congressional enactment. Should Congress make the Pharmacopœia the standard for drugs in this country, it would remain a question for the courts to decide whether or not it would be effective in the States or only between the States. Assuming that it would only be effective by constitutional limitation between the States, and not in the States unless they severally adopt it in their own statute books, the purpose of the standard would be largely if not entirely accomplished in his judgment. It would apply to all drugs sent out from one State into all other States, and cases arising under it would be tried in the United States courts in these States. There would then remain only the State wherein the goods are manufactured or whence they are shipped in which the law would not be operative. But to offset this, the goods manufactured or shipped from all other States into this one State would be amenable to the law. This would then in all States cover the majority of the goods there offered for sale, since the percentage of drugs offered for sale in any one State that are manufactured in that State, is comparatively small, considering that the word "drugs" in the law would include everything that is used as a medicine as well as many that are used for domestic purposes other than medicinal.

The author proposes to enlarge the scope of the Pharmacopœial work by giving to the medical members of the Revision Committee tasks of research in pharmacology. He points out the paucity of our definite knowledge regarding the physiological action of even the commoner drugs and chemicals. He believes that the development

of medicine in the next decade will be in the direction of pharmacology and bacteriology. He is very outspoken in his opposition to the practice of permitting the commentators to have the free and unrestricted use of the text of the Pharmacopœia.

*The Pharmacist's Relation to Twentieth Century Medicine.*—Seward W. Williams comments upon the century's review of medicine written by Dr. William Osler for the *New York Sun*, and also makes reference to several papers presented at the Richmond meeting of the American Pharmaceutical Association concerning the opening for pharmacists in bacteriology and urinalysis. The author does not agree with those who look upon medical bacteriology as a field for pharmacists. He says that between practical pharmacy and medical bacteriology there should be a dividing wall. Without a distinct laboratory and separate service the pharmacist may well leave medical bacteriology alone. He should be able to show any one through his effectively separated pharmaceutical and bacteriological laboratories and convince the visitor that the former does not rob the latter of its rightful time nor the latter endanger the former by contact. In the popular imagination a menagerie invisible to the naked eye is a difficult collection to keep behind the bars. Urinalysis, however, he believes to be well within the province of the pharmacist.

*The Treatment of Croup.*—A hospital physician describes briefly the characteristic differences in the symptoms of the three different affections which are known as croup. The first of these, laryngismus stridulus, is characterized by a sudden spasm of the muscles causing practically a complete closure of the glottis and a complete cessation of respiration. The attack lasts only a few seconds, but the child may become vivid and appear as if dead. When the spasm relaxes there is a long, stridulous inspiration and the attack is over. Occasionally the child dies before the spasm relaxes, but this seldom happens. The only treatment of any value is a hot bath or the application of hot cloths to the throat and a general tonic to improve the nutrition between the attacks. Another form of this complaint lasts for several hours, beginning usually about midnight. The closure of the glottis, however, is not complete. The best form of treatment is the application of heat either by bath or the inhalation of hot steam and the use of an emetic, preferably mustard and hot water.

The second form of croup is acute catarrhal laryngitis. In this the onset is gradual, beginning with a croupy cough and difficult breathing, and reaching its climax about midnight. The subsequent course of both forms is very much the same. There is usually a slight fever, the patient being apparently well on the day after the first attack, the second night being the worse, when intubation or tracheotomy may be necessary, and the third is again bad, though not so bad as the second night. The cases may be prolonged for about a week, and are frequently followed by bronchitis.

The treatment for this is similar to that for laryngismus stridulus, but since the attack does not begin so suddenly and since the closure of the glottis is not complete, more can be accomplished by inhalations of steam than in the first form described. Tartar emetic may be given in doses of 1-100 to 1-50 of a grain every quarter or half an hour for several hours until the secretion starts, unless the patient shows signs of prostration. Instead of this 1-10 of a grain of ipecac may be used, and it is advisable to put the patient on small doses of potassium iodide. Sometimes the attack may be avoided by the use of an astringent spray.

Croupous laryngitis, or true membranous croup, is much more dangerous than either of the other forms described. It is difficult to differentiate it from the other forms of the disease in its earlier stages, but the appearance of any patches of white membrane in the throat or in the sputum is conclusive evidence of the character of the disease. This can only be adequately treated by a physician on the spot, and even with the best treatment its mortality is high, it generally being considered as true diphtheria.

*The Art and Law of Merchandizing.* By William L. Perkins.—The author gives instruction in the various elementary forms of book-keeping, such as are used in the drug store.

#### Pharmaceutical Review, March.

*Specific Gravity Tables of the U. S. Pharmacopœia.* By A. B. Lyons.—The author criticises the lack of unity of plan in the ten specific gravity tables given in the Pharmacopœia of 1890. He proposes that the new tables have for their standard temperature 15 degrees C., with a column of temperature corrections already calculated. Such corrections for all but four of the tables have been calculated by the author, and their use is proffered to the committee; factors for obtaining the fractional part of a percentage should be given. The weight of acid or alkalis containing one meter of the fluid might be given, a column giving the quantity required to neutralize 1 Cc. of acid or alkali should be inserted, and directions for acidimetric determination should be given. The author presents two tables embracing his suggestions.

*History of the Art of Distillation and of Distilling Apparatus.* By Oswald Schreiner.—This is the continuation of an article adapted and supplemented from the work on volatile oils of Gildemeister and Hoffman.

*The Detection of Methyl Alcohol in Pharmaceutical Preparations.* By Ferdinand A. Sieker.—This article appeared in full in the AMERICAN DRUGGIST for March 25.

#### Pharmaceutical Era, March 21 and 28.

*The Detection of Adulterations in Drugs by Means of the X-Rays.* By M. I. Wilbert.—This is a reprint from the *American Journal of Pharmacy*, which was fully abstracted in the AMERICAN DRUGGIST for February 11, p. 72.

*Business Course in Colleges of Pharmacy.* (Continued.)—Contributions appear in this number from A. M. Hance, William J. Jackson, George G. Kauffman and Aug. T. Fleischmann. The general opinion as expressed by these participants in the symposium is adverse to the establishment of a chair of business training in colleges of pharmacy.

*How to Make the Drug Store Pay.*—Various contributions are printed under this head. Loren D. Larkin tells how he records his prescription sales. The idea advanced is not a new one. F. P. Tuthill, Phar.D., has "A Few Thoughts," chiefly on buying and selling and hiring help. Mr. Tuthill is a traveling man, and puts in a good word for his fellows on the road. Does he not, however, exceed the mark when he says: "The successful man is the one who always has a kind word for the travelers and his employees. Courtesy and common politeness cost nothing, but who can figure the cost to a man who lacks both, and who knows it all without asking"? A point brought out in this paper is the fact that in the majority of instances the kind and fair treatment of a clerk will make him take an interest in the welfare of his employer and be a factor in making the drug store a paying investment. Under the same general head T. S. Jones discusses the stocking of veterinary remedies in a drug store. After

seventeen years' experience he comes to the conclusion that the veterinary group of remedies are the most safe, satisfactory and profitable line of all the domestic preparations that the druggist can handle. He makes a few exceptions to this generalization and recognizes the profit that lies in the sale of a good cough cure, a tonic, or a cathartic, either in liquid or tablet form, or both. He gives first place among the so-called veterinary remedies to poultry powders; a swine tonic or cholera preventive is named next; third in importance is named a good powder for horses, and next a good powder for milk cows. He concludes by saying a word for neatness in putting up the packages and suggests a method of advertising.

*A Chinese Physician.*—This is a reprint of an article by the Hon. William E. S. Fales, which appeared in the *New York Medical Journal* for September 29, 1900.

*Color Changes in Medicines.* By J. U. Lloyd.—The complaints frequently made by patients regarding color changes in medicine are referred to, and Professor Lloyd, whose paper is reprinted from the *Medical Gleaner*, points out that it is difficult to turn out vegetable preparations of a uniform shade of color. "All chlorophyll-bearing plants yield green products. Some of these gradually change to brown, or yellowish brown, or yellowish red. The new batch of such preparations is green, but it is likely to undergo the alteration as did the preceding one. Thus, for example, when a physician keeps a bottle of pulsatilla (? tincture) over a season, he may find the next bottle very much greener in color.

*The Early Days of Pharmacy.*—A continued article showing the condition of pharmacy in mediæval France; general in character and illustrated. Some of the earlier statutes pertaining to the practice of pharmacy in France in the fifteenth century are mentioned.

*Business Course in Colleges of Pharmacy.*—Contributions are printed from Henry P. Hynson, F. B. Kilmer and Philip Asher, M.D. Mr. Hynson is in favor of the idea of making business instruction a part of the college curriculum. Mr. Kilmer doubts whether a business training can be crowded into an ordinary course in a college of pharmacy, while Dr. Asher rather begs the question.

*Alkaline Saliva.* By Frederick T. Gordon.—The author refers to the cause of caries of the teeth, and believes this condition to be due to lack of alkalinity in the saliva. He advises druggists to supply a tooth wash or powder that will overcome any tendency to acidity of the mouth. If the saliva be kept in an alkaline condition many of the acid-forming, fermentative and putrefactive bacteria will be destroyed, and consequent decay of the teeth prevented. He gives some useful hints in regard to the preparation of tooth powders and tooth washes, without, however, quoting any formulas. He names borax as the best alkali for use in a mouth wash and potassium chlorate is favorably mentioned.

*Hiring Help.* By H. Lionel Meredith.—The author touches upon the relations that should exist between the employer and the clerk, and suggests an equitable arrangement of working hours.

*How to Make the Drug Store Pay.* By J. M. Stansfield.—To make a drug store pay, according to this writer, two things are necessary. These are a pharmaceutical training and business ability, an opinion which appears to be distinguished by triteness rather than originality.

#### Pharmaceutische Post, January 9.

*The Pharmacist in the Year 1900. Article II. Prussia.*—Two events occupied the Prussian pharmaceutical world in the past year. The first was the controversy



concerning the granting of the permission to establish a second pharmacy in the town of Deutsch-Krone; the second was the movement toward an improvement in the condition of the country druggists. The proprietor of the pharmacy in the town of Deutsch-Krone petitioned the House of Deputies, protesting against the establishment of a second drug store in that town. The petition came up for consideration before the commission on petitions, and the Government Commissioners declared that in view of the steady rise in price of pharmacies as the result of the monopoly granted by the Government, and in view of the increasing indebtedness of the pharmacists, it was necessary for the protection of the public as well as for the interest of the profession that concessions—i. e., the privileges of establishing new pharmacies, should be more readily granted than heretofore. The proprietor protested that the law provides for the granting of such concessions only on the condition that the population of a town shall have increased in numbers and in wealth to such an extent since the establishment of the last drug store that the opening of a new one is warranted. The commission gave a decision favorable to the petitioner, but referred the matter to the House. The representatives of the Government faction there maintained that the majority of drug stores were so heavily mortgaged owing to the high selling prices of these establishments that the proprietors could scarcely get the amount necessary for the payment of interest, and thus the number of drug stores which are heavily in debt is increasing. This has an injurious effect on the public. The House decided against the petitioner, who thereupon applied to the Prussian Minister of Medical Affairs for a cancellation of the concession granted to his prospective business rival. This cancellation was refused, and a second drug store was opened in Deutsch-Krone. In the past year 49 concessions were granted in Prussia, of which 39 were newly established drug stores. A society has recently been founded for the purpose of protecting proprietors against the multiplication of concessions. Other questions which have occupied the Prussian pharmacists during the past year, and are likely to occupy them in future, were those of Sunday closing and of shorter hours, particularly for the overworked country druggist who does not always keep a registered clerk.

*Reports on the Progress of Chemistry. I. Inorganic Chemistry.*—This report includes the consideration of the metalloids, the metals, and the group of earthy elements.

*Concerning Yohimbin. (Spiegel.)* By Dr. Heinrich Zeller.—The natives of the southwestern part of Africa have for a long time known the aphrodisiac properties of the bark of the Yumbhoa tree. Spiegel and Thoms recently isolated from this bark an alkaloid which they named Yohimbin and which has been successfully employed as a sexual stimulant in Berlin by Lowy and by Oberwarth and Mendel. The alkaloid is very expensive, one gramme costing 25 marks.

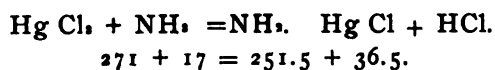
*Apotheker Zeitung, January 19 and February 2 and 6.*

*The Pharmacist's Laboratory versus the Manufacturer's.* By Herr Vogt.—This article shows that German pharmacists have to contend with conditions that are becoming analogous to those which exist in our own country. The market is being flooded with specialties prepared by the manufacturing chemists, and the demand for the old-fashioned prescription is growing less and less every day. The pharmacist is therefore obliged to keep a large and expensive stock of preparations, and to sell them at a small profit. In Germany the process of preparation is not patented, so that the pharmacist can prepare most

of the specialties himself, and can label them with the Latin or German name of the preparation; but, of course, he cannot use the copyrighted name of the original specialty which he imitates. The author gives an account of a plan which was pursued by the druggists of Baden, Hesse and Nassau, with the intention of stemming the tide of manufactured specialties. A committee of druggists prepared a list of preparations, with the formulas and mode of compounding clearly set forth. The list was sent to all the physicians of the towns in which the plan was worked, and attention was called to the advantages of prescribing preparations compounded by the local druggists, for which each dispenser will be individually responsible as to purity and strength, instead of employing the wholesale product of the factories. The names of the preparations intended to be imitated were also given in this formulary. Each druggist who joined the scheme subscribed a declaration to the effect that he will prepare the products indicated in the formulary exactly as prescribed in the formulas; that he will sell the same at the stipulated price, and that he will put them up in the style and with the label agreed upon by the conference of druggists. The bottles, boxes and labels were ordered by the committee from one firm, and each druggist bought the quantity of containers and labels which he desired for his business from this firm—in the smallest quantities if necessary. The physicians in the localities in which this plan was carried on were very much interested in the scheme, as the medicinal products were cheaper and not less trustworthy than those which had to be bought from the manufacturers. The adoption of this scheme shows that financially the German pharmacist is not to be envied quite as much as most American druggists think.

*Pharmaceutische Centralhalle, February 7 and 14.*

*Volumetric Estimation of Solutions of Mercury, Particularly of Mercuric Chloride.* By Herr Utz, Military Pharmacist.—This article treats of the reaction described by Archetti in the *Bolletino Chimico Farmaceutico* for December, 1900, which has already received notice in this column. (See AMERICAN DRUGGIST, January 28, 1901, p. 44.) Phenolphthalein can be used as an indicator of the reaction, and a drop of this substance in solution may be added to the mercury solution to be analyzed. Ammonia is then added drop by drop until the end of the reaction is shown by the fact that the whole amount of mercury is precipitated as a white powder, while the supernatant liquid remains red. The amount of mercuric chloride is then calculated from the following equation:



*Preparations of Albumin as Nutritive Substances.* By Dr. Laves.—This article treats of various concentrated foods which consist of preserved albumin. FEB. 14.

*Changes in Mercuric Chloride Tablets.*—Herr Utz, Military Pharmacist, has noticed that the glass tubes in which tablets of mercuric chloride were kept are strongly alkaline, and as a result the edges of the tablets that come into contact with the walls of these tubes change in color. At first they are white, then of a red, brick-like color, and finally they turn a dirty gray. The influence of light was excluded, as the tubes were kept in closed wooden boxes. By powdering the tubes, and examining the glass thus powdered, with phenolphthalein, he found that there was a strong alkaline reaction. Such tubes should be well boiled in water before filling them with the tablets.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters

**Alkaloidal Salts and Fowler's Solution.**—W. H. J. writes: "Kindly inform me through Queries and Answers how to compound the subjoined prescription so as to get a clear liquid:

℞ Quinin. bisulph. .... 3iv  
Morphin. sulph. .... gr. vii  
Strychnin. sulph. .... gr. vi  
Liq. potass. arsenit. .... 3iiss  
Glycerini q. s. ad. .... 3iv  
M. Sig. "No. xii."

"I dissolved the quinine bisulphate in the glycerin with the aid of heat. The strychnine sulphate was dissolved in a small portion of water and the morphine sulphate in turn in this. The two solutions were then mixed and the Fowler's solution added, when effervescence at once took place. The solution cleared up after the effervescence subsided, but on standing a few hours it threw down a precipitate. The doctor for whose personal use the prescription was prepared returned the mixture and brought with him a portion of a solution prepared by another pharmacist which was clear. He intimated that I had not filled the prescription properly, and requested me to compound it over again. I would be greatly obliged for a note on the cause of the precipitation."

This query has to do with the perennial alkaloidal salt and Fowler's solution incompatibility. The official Solution of Potassium Arsenite (Fowler's solution) is not compatible with solutions of alkaloidal salts, owing to its alkaline reaction. The Liquor Acidi Arsenosi of the Pharmacopœia was especially formulated to supply a solution of arsenic of the same strength and therapeutic properties as Fowler's solution without its alkaline reaction. The Solution of Arsenous Acid should be substituted for Fowler's solution in this case; such a substitution is good pharmacy and unobjectionable from any standpoint, considering the nature of the mixture. If necessary to give the mixture the color and aroma of Fowler's solution add a small portion of compound tincture of lavender—say about 3 per cent. It will be observed that the tint of the tincture is lighter in the acid solution than in the alkaline.

While we have no doubt that the salts are soluble in the glycerin, especially since our correspondent tells us that the mixture has been dispensed as a clear solution by another pharmacist, it would be good pharmacy in this case to add a few drops of diluted sulphuric acid to the quinine bisulphate, sufficient to convert it into an acid salt. In this way the three alkaloidal salts could probably be dissolved in the Liquor Acidi Arsenosi (the acid quinine bisulphate being much more soluble in water than the neutral bisulphate) and the use of heat thereby obviated.

**Rock Candy Syrup and the Glucose Reaction.**—W. E. H. S. writes: "I have recently had a controversy with a Brooklyn firm of rock candy syrup manufacturers in regard to the behavior of their syrup when tested with Fehling's solution. The application of the test results in the appearance of a distinctive heavy yellow precipitate, characteristic of glucose. On making complaint I was informed by the firm in question that syrups made from cane sugar will react similarly. This I conceded partially; but the precipitate from cane sugar is of a different color. I would like your opinion on the subject."

It is not true that syrups made from cane sugar will reduce Fehling's solution, or produce a precipitate as in

the case of the glucose or invert sugar, unless carelessly made. It should, of course, be remembered that when a solution of cane sugar, or rock candy, for that matter, is boiled for any length of time inversion takes place, and the solution then behaves as a solution of grape sugar or glucose would if tested with any alkaline copper solution such as Fehling's. Having in mind the mode of manufacture of rock candy and rock candy syrup, it is not surprising to learn that they give the glucose reaction. It is quite likely that in the various processes of dissolving, boiling, crystallizing and redissolving much inversion takes place.

**Asafetida and Potassium Bromide.**—H. D. S. asks us to give "the proper method of dispensing the following prescriptions so as to avoid having a precipitate:"

℞ Tinct. asafoetid. .... 3x  
Potass. bromid. .... 3iv  
Glycerini .... 3iiss  
Tinct. capsici. .... 3iiij  
Aqua. .... ad Oil

At first glance it would seem that no difficulty should be experienced in turning out this prescription as a satisfactory "shake" mixture. Gum asafetida mixes with water to make a fairly nice-looking milk-like emulsion that is quite permanent. In this case, however, the gum resin begins to clot after the addition of the potassium bromide in solution and finally settles to the bottom forming a firm adherent mass. This phenomenon is difficult to explain. There is either some chemical change effected between the asafetida and the potassium bromide, or the gum resin is simply "salted out" by the bromide. The text-books and works on pharmaceutical incompatibilities throw no light on the subject.

Various methods of manipulating this prescription, so as to obtain a decent looking mixture might be suggested. The tincture may be emulsified with the glycerin added in small portions followed by a little water added in small amounts; the potassium bromide dissolved in the remainder of the water should be added finally and gradually. Or a more stable emulsion may be made by combining an equal amount of mucilage of acacia with the tincture of asafetida. Strained honey is also useful for holding resinous tinctures in suspension in an aqueous medium, and its use in this case would be perfectly proper. In the event of it being impossible to properly suspend the gum resin with the various substances suggested in the salty liquid prescribed, the prescriber should be consulted and his consent asked to dispense the prescription in two bottles, holding 8 ounces each—the bromide dissolved in water in the one and the other ingredients combined with water in the other. The dose being two teaspoonfuls, the patient could mix a teaspoonful of each at the time of taking.

**Varnish for Gold Paint.**—C. R. G. inquires as to whether or not the formula published on page 40 of our issue for January 28 will make a preparation resembling that sold under the name "Banana Liquid."

As we are not familiar with the preparation, we are unable to say whether or not it resembles "Banana Liquid."

**Toilet Cream for Chapped Hands, Etc.**—F. W. J. puts up a toilet cream for chapped hands from the subjoined formula, and he states that some of his customers

complain that the cream irritates and smarts their skin. The formula:

Gum tragacanth.....	grains 25
Rose water.....	oz. 6½
Alcohol.....	oz. ½
Glycerin.....	oz. ¾
Borax.....	grains 10
Otto of rose, q. s. to perfume.	

The cause of the irritation and smarting complained of with this preparation may be traceable to the glycerin, which is used here in greater amount than is necessary. For an anti-chap cream of this kind the right proportion of glycerin to be used may be put at 5 per cent. There are some people whose skins are irritated by glycerin in no matter how slight dilution it may be used, and for these it is well to recommend cold cream or some similar preparation in preference to a glycerin cream.

In this connection it is to be noted that quince-seed mucilage is superior to tragacanth for toilet preparations, being less sticky and more absorbable. The scent of the article would be improved, in our opinion, by the omission of the otto of rose and replacing part of the alcohol by a good rose extract.

**A Working Formula for Elixir of Cinchona and Iron.**—L. F. M. writes: "Please give me a working formula for B No. 50 of the National Formulary. I have experienced difficulty in making this, owing to a precipitation which occurs on the addition of the solution of iron."

The working formula for this preparation given in the National Formulary is sufficiently complete for all practical purposes. We have never experienced any trouble of the kind referred to by our correspondent, and we suspect that it is not so much a modification of the process that is needed as a proper selection of iron phosphate. There are a number of iron phosphates on the market, but only one is intended for use in Formula No. 50, the *Ferri Phosphas Solubile*, or soluble ferric phosphate, of the United States Pharmacopœia. The aqueous solution of this salt should have an acid reaction; if at all alkaline it will decompose the salts of cinchona, as has doubtless happened in the case mentioned.

## CORRESPONDENCE.

### The Use of Liquid Petrolatum in Cold Cream.

To the Editor of the AMERICAN DRUGGIST:

Sir,—Will you permit me to point out that the idea advanced by W. C. Alpers regarding the substitution of liquid petrolatum for almond oil in the manufacture of cold cream has little novelty. Cold creams so made have been used for many years in the hospitals of this city, but of a slightly modified composition. For some fifteen years the apothecary of the New York Hospital has deviated from the Pharmacopœia to the extent of substituting liquid petrolatum for almond oil. In the dispensary of that institution a cold cream is prepared of white petrolatum or Alboline without the addition of wax, except in the warmest of weather. I may remark that the use of wax is unnecessary if the base consist of Alboline instead of the liquid petrolatum or oil. As to the proportions of borax, water and perfume, this is of secondary importance, and need not be stated. But the fact remains that there is little new or novel in the suggestion put forth by Mr. Alpers, and I have no doubt that many of your readers throughout the country will be able to say the same for their sections as I have of New York City.

HOSPITAL APOTHECARY.

New York, March 12, 1901.

## REVIEWS OF BOOKS.

**A Text Book of Chemistry. Intended for the Use of Pharmaceutical and Medical Students.** By Samuel P. Sadtler, Ph.D., F.C.S., Professor of Chemistry in the Philadelphia College of Pharmacy; Author of "A Hand-Book of Chemical Experimentation," "A Hand-Book of Industrial Organic Chemistry," and Chemical Editor of "The United States Dispensatory." And Virgil Coblenz, Ph.D., F.C.S., Professor of Chemistry and Physics and General Director of Chemical and Pharmaceutical Laboratories in the New York College of Pharmacy; Author of "A Hand-Book of Pharmacy" and "The Newer Remedies." Being the Third Revised and Enlarged Edition of Sadtler and Trimble's Chemistry. In Two Volumes. Vol. I, General Chemistry, 934 pages, cloth, \$3.50; Vol. II, Analytical Chemistry and Pharmaceutical Assaying, 336 pages, cloth, \$2.50. Philadelphia, J. B. Lippincott Company. London: 36 Southampton street, Covent Garden.

The third revised edition of Vol. I contains much new matter. Part I on Elementary Physics has been completely rewritten and enlarged to the extent of 45 pages and over 50 new illustrations, special attention having been given to the subject of Electricity. Chapter I, Part II, embracing the theoretical introduction to general and inorganic chemistry, has also been rewritten and enlarged, presenting an increase over the old text of 20 pages.

Although the work has been revised and enlarged in various other ways, the general features which distinguished the previous edition, reviewed in the AMERICAN DRUGGIST for November 10, 1898, are preserved, and our comment regarding the omission of certain alkaloids, which it then seemed to us were worth considering in a volume of this kind, still holds good. There is no mention in the work of such alkaloidal bodies as scopolamine or veratrine, and the debatable questions concerning the alkaloids of belladonna and of aconite are not touched upon. These omissions do not, however, in any way mar the excellence of the work, which is most admirably adapted for the use of pharmaceutical and medical students.

The second edition of Vol. II has undergone a careful revision, being improved in many particulars, and the authors are to be credited with having produced a work which will remain the standard in its field for a long time to come.

**The Scientific American Cyclopedia of Receipts, Notes and Queries.** Edited by Albert A. Hopkins. New York: Munn & Co., publishers, 1901. \$5.00.

This useful compendium of receipts has been in existence now nearly ten years, and has passed through many editions, the present being the sixteenth. Over fifteen hundred formulas and notes on processes are brought together in its pages, and nearly every trade and industry are represented. We have found the book useful for reference, and have no hesitation in recommending it to others.

### Pamphlets, Etc., Received.

**Scientific and Industrial Bulletin of Roure-Bertrand Fils,** of Grasse, France. March, 1900, Series I, No. 1; October-November, 1900, Series I, No. 2.

This series promises to be one of much value to the pharmaceutical chemist and to all interested in the chemical composition of the essential oils and the chemical nature of their constituent principles. It is proposed to publish a bulletin once a year or oftener, and each number will appear in the French, German and English languages.

**The Analysis of Oils Containing Carvone.** By Edward Kremers, Ph.D. Reprinted from the "Journal of the Society of Chemical Industry" for January 31, 1901.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### GROWING FROM WITHIN.

It is not well enough understood that advertising is a means, not an end; that advertising is only a method of bringing people to a store, and that the result of the advertising depends upon the impression received by the customer in his personal contact with the business. The general idea commonly held seems to be that advertising is something that gets hold of people, pulls them in and sells them something. If it sells enough to directly return its cost and pay a profit, it is good advertising; if not, it is a failure. This is part of the truth; the full truth is that no man has ever yet been wise enough to judge of the results from a single ad or even a series of ads. The influence of advertising reaches on into the future, and the results are to be determined by many things. The most important thing is whether when advertising attracts an individual to your store, he leaves it with a sense of satisfaction that will lead him to return. Every day is a judgment day for any retail business and advertising can be of slight help unless back of it is a service that will hold what advertising brings.

A druggist in a small city recently told me an interesting story which illustrates the fact that the indirect results of advertising are quite apt to be more important than the direct ones. While engaged in making out the monthly bill of the wife of a local manufacturer, which bill in this instance amounted to about \$16, he accidentally ran across a memorandum three years old. This memorandum was made in his experimental days as an advertiser, and related to the cost and result of a special offering he had once made. He put down the amount of the sales from this ad and also the names of buyers, indicating whether they were old or new customers. The lady for whom he was now making out a bill was one of these new customers; as far as he knows that occasion was her first visit to his store. The direct results from his ad indicated by the memorandum hardly paid the cost of the ad. But this one customer had since paid him hundreds of dollars, and in all probability had brought him other trade.

Now the point is this: If on the occasion of this lady's first visit she had gone away in any wise dissatisfied with the goods or store service, she would not have returned, and her future trade and influence would have been lost. The ad that brought her was a good one, but the ultimate results depended not upon the ad, but upon the store back of it.

Back of good advertising there must always be good goods and good salesmanship. The selling of goods and the treatment of customers is an art that should have daily study. It is something that every day is making or marring your future. The secret of good salesmanship lies in

knowledge of one's goods and in interest in the customer. Not mild interest or assumed interest, but an actual recognition of the fact that the least of customers is a unit of trade, and that the satisfaction or dissatisfaction resulting from each day's business is making up a balance that will finally determine success or failure. A slovenly, surly, indifferent or incompetent clerk can drive away business faster than any advertising can bring it. Clerks very largely take their cue from the proprietor, and the bettering of store service in a vast number of stores depends

## Kodaks 75 cents.

An Eastman kodak for 75c., and six films to fit for 18c—picture  $2\frac{1}{4} \times 3\frac{1}{4}$  inches.

Like the \$5 pocket kodak, but ruder and made of cardboard—but strong. Lenses appear to be just as good; but the parts not quite so finely adjusted.

Seventy-five cents for a kodak! Why? Because thousands love pictures and love to make them, but have not \$5 or \$10 to spend.

The kodak people want their business and so do we, and here is the camera that will get it.

One of the quickest and surest ways to develop the artistic instinct is to form artistic groups of what we see on the street and in the country. A kodak gets you into the picture-taking habit.

Seventy-five cents for a kodak! What next?

Ruhl's Drug Store.

One of the Prize Advertisements.

upon the awakening of the owner to the fact that folks require more and better attention these days than was once demanded.

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### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to H. F. Ruhl, Manheim, Pa.*

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### CRITICISM AND COMMENT.

Editor Business Building:

During the past year I have spent about  $1\frac{1}{2}$  per cent of gross sales for advertising. This is less than you recommend, but results have been satisfactory. My business in 1900 was about two and one-half times as great as my first year. Advertising last year consisted of newspaper ads, slips reprinted from those ads for store use, envelopes in which samples of spices, etc., were distributed, photos of scenes about town—which were given away with all \$2 purchases, etc. Have used about eleven inches of newspaper space each issue.

H. F. Ruhl.

Manheim, Pa.

Among a large number of ads submitted, some of which were original, and other revisions of ads that have appeared in the department, two are selected for reproduction. In quantity and quality Mr. Ruhl's contributions exceeded any other for this issue. These ads are excellent, and appear to be bringing good returns in a conservative community. Any druggist who can prepare ads of equal merit can feel equally certain of good returns, and in many localities will be sure of larger results than this advertiser gets. As a general proposition the farther West you go the greater are the rewards from good retail advertising. The East has the advantage in population; the West affords the most attentive audience.



## TEXTS FOR SODA ADS.

Soda advertising will soon be to the fore, and those who find the subject difficult to talk upon can get some pointers from the soda ad of Boerner's Pharmacy which is reproduced. This was written by some one who realizes that there is much that can be said about one's fountain. Most of the sentences can be expanded into ads. Here are texts for a whole campaign of soda advertising:

## GOOD SODA WATER

Does not grow on trees. It takes money, work and "know how" to make it. BOERNER'S is good.

### WHY?

**BECAUSE**—Everything about the apparatus is of the best.

- " The generator has latest improvements and largest washers.
- " The fountains are of steel, lined with sheet block tin.
- " The coolers are block tin lined.
- " The connecting pipes are of block tin.
- " The syrups are stored in glass and porcelain.
- " Poisoning from contaminating metals is impossible.
- " No two glasses are washed in the same water.
- " All apparatus, counters and glasses are clean.
- " The glasses are liberal in size.
- " Only Pasteur filtered water is used, and this heavily charged.
- " The syrups are pure fruit juices and sugar.
- " The cream is "the scum that rises on milk,"—not the stuff made from glue or gelatine and soap-bark.
- " The ice is as cold as any one's.
- " Customers can get what they want—solid drinks—foamy drinks—sweet or sour, as they like.
- " The soda dispenser devotes his time to the fountain.

## BOERNER'S PHARMACY,

113 Washington Street, Iowa City.

Headquarters for good things in the Drug Line.



## MR. CAJACOB'S PUZZLE.

J. R. Cajacob, Little Rock, Iowa, adopts the very good method of printing a wall paper announcement on the back of a piece of wall paper, which is folded and tucked with the ornamental side out and sent through the mail without envelope.

The text of the ad, however, is just a trifle confusing to me, and if others are equally dull something would have been gained by revision. This is the offer made:

## BARGAINS IN WALL PAPER.

In order to make room for our spring wall paper stock, we wrapped the last year's patterns up in bundles from 2 to 7 rolls each, and will sell them at the following low prices while they last:

2-roll patterns at	7½ c. per double roll.
3 " " "	8 1-3 c. " "
4 " " "	8¾ c. " "
5 " " "	9 c. " "

We can, perhaps, interpret this ad correctly, but it is obvious that there is a chance for misunderstanding, and these things detract from results. The general method

## Sound Teeth

It's hard for clean teeth—perfectly clean teeth—to decay. To keep the teeth clean is to preserve them. A brush and water alone are insufficient.—Something that will destroy the germs that cause decay will be required. This help is in

### Ruhl's Dentifoam

#### Toothwash.

This is an antiseptic preparation that kills the germs. It whitens and cleanses the teeth, hardens the gums and keeps the breath sweet. It is put up in sprinkle top bottles and is delightfully flavored. Because we make it costs only 15c. for a large-sized bottle.

#### Other Helps:

Tooth brushes 5 to 40c.  
Tooth picks, four varieties, 5c. a box.  
Waxed dental floss, 12c. a spool.  
Denti cream tooth paste 15c. a tube.  
Tooth powder 10c. an ounce.  
Tooth powder, in bottles, 15c. each.

### Ruhl's Drug Store,

51 S. PRUSSIAN STREET, MANHEIM.

One of the Prize Advertisements.

of lumping old wall paper is a good one, and can be varied in many ways. A good method is to tie papers up in bundles sufficient for ordinary sized rooms, and advertise the bundles at 59 cents, 75 cents, \$1, or some attractive price per room.



## IMITATING MOSES.

Stahle's Drug Store, town not given, issues a card bearing ten health commandments. None of these bear any relation to the thing advertised in connection with them (soap) except the fifth, which is as follows:

Six days salt thou wash and keep thyself clean, and the seventh take a great bath; for in six days man sweats and gathers filth and bacteria enough for disease; whereupon the Lord has blessed the bath tub and hallowed it.

In comparison with the Ruhl ad printed above, this can be classed as the "other kind." Matter of this kind is quite apt to be looked upon with disfavor by a certain religious element; it doesn't matter whether they are right or wrong, there's no use giving offense to anybody.



# News of the Drug World

## A SECRET ORGANIZATION OF CUTTERS.

**Proprietors of Cut-Rate Drug Stores Organize for Self-Protection—New Association Claims a Membership of Fifty—W. C. Bolton, President, and Oscar G. Kallish, Secretary-Treasurer—Easy to Get Supplies, According to the President.**

One of the best evidences of the successful operation of the N. A. R. D. plan in Greater New York is afforded by the fact that the so-called aggressive cutters have organized into an association for mutual protection and the promotion of their interests. It has been known for some time past that such an organization was in existence and that through its operation many of the difficulties surrounding the purchase of goods from proprietors in the tripartite agreement had been lessened or altogether removed, but details regarding the membership of the association or the leading spirits in it were lacking until an AMERICAN DRUGGIST reporter set out to ascertain the facts.

The association, which was organized about two months ago and has a membership of upward of fifty of the leading pharmacists in Greater New York, holds regular meetings on the second Tuesday of each month at the drug store of William B. Riker, Son & Co., 373 Sixth avenue, corner Twenty-third street. The officers are: President, William C. Bolton, of the Bolton Drug Co., Brooklyn; secretary-treasurer, Oscar G. Kallish, 100 East Twenty-third street, corner Fourth avenue.

Practically all of the larger drug stores where prices are cut below the N. A. R. D. schedule are identified with the organization; but, as might be expected, the members are not very communicative regarding either the plans or the intended scope of the association. Mr. Bolton was found at his pharmacy, 264 Fulton street, Brooklyn. Without undue formalities the AMERICAN DRUGGIST reporter stated the object of his visit, saying:

"Mr. Bolton, can you give me some details of the new organization of aggressive cutters that has just come into existence?"

"I can, but I won't," said Mr. Bolton. "The by-laws of the association forbid members saying anything whatever about it to non-members. I will say, however, that it is an association of dealers who are not in sympathy with the N. A. R. D. movement and who believe in selling their goods at the best prices they will bring."

### ASSOCIATION PRICES HIGHER THAN CUTTERS.

"The uniform price-list issued by the local associations does not compare favorably in all respects with the schedule adopted by ourselves. Out of the 240 odd articles listed there were 21 that we had to reduce in price because we found that we were charging more than provided for by the association's schedule. The retail druggists appear to be unaware of all that the cutters have done for them in connection with the dry goods and department stores. They probably do not know that it was through our efforts that the big department stores refrained from cutting on drugs and proprietary articles, and they have wondered why there has been no wholesale slashing of prices since they have advanced rates. It is because the dry goods and department stores would forfeit large sums of money if they should break their agreement with us."

"But," suggested the AMERICAN DRUGGIST reporter, "this cutters' association has not been in existence for more than a month or two."

"No," said Mr. Bolton; "what I am speaking of now had been accomplished by individual members before the association of which I am president was organized."

"What are the plans of your association regarding the purchase of supplies of proprietary medicines?" asked the reporter.

### EASY TO GET SUPPLIES—BOLTON.

"Getting goods!" exclaimed Mr. Bolton. "Why, that's the easiest proposition we have to face. Did you observe that gentleman who left as you came in and whose words at parting were 'Don't forget me if you need anything.' He is the son of one of the largest proprietary medicine manufacturers in the country. Then see this letter (handing the reporter the

letterhead of a well-known firm). It tells, as you see, that I can purchase goods to any amount under certain conditions, which it will be very easy to fulfill. That is the second letter from that house. The first communication from them was to the effect that owing to existing conditions they could not fill my orders. I replied by reminding them of the fact that I had sold \$20,000 worth of their goods last year, and informed them that I was now at the head of an organization which has it in its power to stop the sale of certain articles, not alone in some of the largest drug stores of the city, but in the great department stores as well. I also stated that we had a six-story building in New York thoroughly equipped with a modern, up-to-date laboratory, and if it were found impossible to obtain supplies of his goods we could manufacture and push articles that would perhaps give equal satisfaction with the preparations in question. This second letter is the result.

### THE TREACHERY OF THE RETAILER.

"But why multiply examples? Just another instance. Last week I visited a retail druggist on Eighth avenue, to whom I was previously unknown. I said to him: 'I am Mr. Bolton, of the Bolton Drug Co. of Brooklyn. I want to buy a certain lot of proprietary articles. Next time you order of your jobber add mine to yours. Here is a check for \$800 to pay for the goods, and here is a \$10 bill. You may pay for the goods at once or wait the customary 30 days. The \$10 you can add to your bank account.' 'Well,' said the druggist, 'I don't see why I should refuse to do as you request. You don't interfere with my trade particularly.'"

### MANY APPLICATIONS FOR MEMBERSHIP.

According to one of the members visited applications for membership have come in from fully 100 druggists who are desirous of joining the new organization, a circumstance which shows, it is claimed, that a much smaller percentage than 97 of the entire body of pharmacists of Greater New York has signed the agreement to maintain prices.

E. L. Ennis, of J. Milhau's Son, at 183 Broadway, declined to admit the existence of the organization. The cutting druggists had always maintained friendly relations with each other, he said. They could always hold their own, always get goods, and needed no organization to protect themselves. He added:

"The only trouble the N. A. R. D. can give us is a slight temporary inconvenience in getting goods. We may have to see each other oftener than before, but we will lose no customers and will never be out of any particular proprietary article for any length of time. Of this you may be certain."

### THE PLAN OF CAMPAIGN.

A visit to Hegeman & Co., 196 Broadway, was rather unproductive of news. George Ramsey, the vice-president and general manager of the company, when interviewed said he knew of the existence of the association of cutters, but was not at liberty to make public any particulars regarding its object. He admitted, however, that its main purpose was self-protection against the operations of the N. A. R. D. As he understood it, the members were to push the sales of proprietary articles, the manufacturers of which put no obstacles in the way of their obtaining needed supplies. Said he:

"It is not so much a question of price any more, for our figures are practically no lower than those which the other druggists quote. In fact, on a number of articles named in the N. A. R. D. price-list our prices are higher, but when it comes to a question of having supplies cut short, it is then that the strength and influence of our association may be felt."

### ORGANIZED TO CO-OPERATE WITH THE DEPARTMENT STORES.

William Wilson, of Broadway and Wall street, informed our reporter that the new body was organized to co-operate with the department stores in advancing prices on proprietary medicines. It is not a purchasing association, and was not organized for the purpose of making it easier to obtain supplies of prohibited articles. He stated that individual members of the association were experiencing no difficulty in purchasing supplies. Speaking for himself, he said: "My money can always buy goods. I may have to use roundabout methods, but they will be legitimate methods and the goods will be forthcoming. I fail to see how the N. A. R. D. plan can possibly succeed. I'd as soon expect to see water run up hill."

**CUTICURA BOYCOTT ENDED.**

Pittsburg, March 30.—The Western Pennsylvania Retail Druggists' Association has withdrawn its boycott against the Cuticura remedies, manufactured by the Potter Drug & Chemical Corporation, of Boston. It was a long and hard fight, and so far as can be determined by the local druggists, resulted in a drawn battle, neither side having obtained a complete victory. The lesson taught to the retail druggist is that a long pull, a strong pull, and a pull all together will finally land the game; while the proprietor has learned that it is to his best interest to have his preparations handled by the retail drug trade. The proprietors of the Cuticura remedies attempted to fight the druggists by advertising their goods for sale in certain grocery and department stores, and ended by attempting to coerce one of the leading druggists in Pittsburg into selling their goods, but without avail. In connection with the withdrawal of the boycott the association has, under date of March 28, issued a circular reading as follows: "In response to a demand from a number of members since the adoption of the minimum price schedule between this association and the department stores, placing all dealers in proprietary medicines on a level basis, the Board of Directors by a close vote, barely escaping a tie, has agreed to remove all restrictions on the sale of a certain line of medicines. If any member desires to sell these goods on the meager (if any) margin of profit allowed he is free to do so. We cannot control the price of soaps. The other remedies are being sold by the department stores as per regular schedule of cost."

**VIRGINIA BOARD ELECTS OFFICERS.****E. R. Beckwith Succeeded by T. Ashby Miller.**

The State Board of Pharmacy of Virginia held an election for officers at the annual meeting, which took place at Richmond during the week beginning March 16. E. R. Beckwith has retired from the Board after a service of fifteen years as a member and as its secretary and treasurer. T. Ashby Miller, of Richmond, has been chosen to succeed him as secretary and treasurer, and C. P. Kearfoot has been appointed a member to fill the vacancy on the Board. James L. Avie, of Harrisonburg, has been re-elected president. The long and faithful services of Mr. Beckwith were recognized by the Board in the following resolutions:

Whereas, Mr. E. R. Beckwith is about to retire from this Board, after a service of fifteen years as a member, and as its secretary and treasurer; now, therefore, be it

Resolved, That this Board hereby makes official record of its appreciation of the faithful, courteous and capable service so long rendered by Mr. Beckwith, and expresses its profound regret that the cordial relations, which have always existed, are about to be terminated, and its best wishes for his future prosperity and happiness; and be it further

Resolved, That a copy of these resolutions be spread upon the minutes of this meeting and the president be requested to forward to Mr. Beckwith a copy thereof, suitably engrossed.

The names of the successful candidates examined follow:  
Registered Pharmacists—Lucien D. Purdens, Suffolk, Va.; C. E. Conrad, Lynchburg, Va.; T. Wistar White, Danville, Va.; J. L. Price, Ashland, Va.; J. T. Partlow, Lexington, Va.; L. Willis, Jr., Rapidan, Va.; J. L. Williamson, Richmond, Va.; C. F. Collins, Charlottesville, Va.; L. T. Wright, Richmond, Va.; Jacob L. Strole, New Market, Va.; Nelson Head, Upperville, Va.; Lawrence Washington, Alexandria, Va.; S. J. Willson, Staunton, Va.; W. B. Spencer, Norfolk, Va.; H. H. Aldhizer, Broadway, Va.; C. M. Fauntleroy, Staunton, Va.; T. T. Jeffries, Old Point, Va.; R. J. Howard, Berkeley, Va.; M. C. Scott, Richmond, Va.; J. M. Walter, Petersburg, Va.; H. Callan, Alexandria, Va.

Registered Assistant Pharmacists—H. M. White, Danville, Va.; J. W. Bowie, Covington, Va.; F. H. Rittenhour, Alexandria, Va.; Walter A. Warfield, Alexandria, Va.; Dexter E. Seagle, Pulaski, Va.; John B. Watson, Richmond, Va.; John M. Daniel, Richmond, Va.; H. H. Wallis, Richmond, Va.; R. E. Clarke, Berkeley, Va.; J. S. Strole, Luray, Va.; N. T. Pannell, Baltimore, Md.

The Jefferson Hotel, at Richmond, Va., which was erected by the late Lewis Ginter at a cost of about \$1,000,000, was destroyed by fire on March 29. Many of the guests had narrow escapes. The hotel contained many valuable works of art, all of which were destroyed. The Jefferson was much frequented by drug men, and the National Association once met there.

**OBITUARY.****William R. Warner.**

William Richard Warner, senior member of the wholesale drug firm of William R. Warner & Co., died on April 3 at his residence, 1306 North Broad street, Philadelphia. Mr. Warner had not been in good health for some time and had been confined to his bed for the past two weeks. He was born on Christmas, 1836, in Caroline County, Md. He began his business career in Easton, Pa., and became much interested in the study of natural history, botany and geology, beginning to write for the newspapers on scientific subjects at the early age of eighteen. At the age of twenty years he graduated from the Philadelphia College of Pharmacy, afterward starting on a lecture tour through the State. Later he opened a drug store in the old Kensington district, and in 1866 he entered the wholesale business at 154 North Third street. Later he built a six-story building at 1228 Market street, and about ten years ago was compelled to seek larger quarters and constructed a large building at Broad and Wallace streets, which he named Warner Hall. The building on Market street was destroyed by fire a few years ago, and ever since the firm has occupied all of Warner Hall.

Mr. Warner was distantly related to George Washington and had a large collection of portraits of Washington, as well as many portraits of distinguished physicians and prominent men. In 1860 he was appointed a member of the committee of revision of the United States Pharmacopoeia, and for many years took a prominent part in the affairs of the Philadelphia College of Pharmacy. Mr. Warner was the first to manufacture sugar-coated pills, and it is said he was the first to introduce licorice tablets.

He leaves three sons, William R., Jr., Pierson D., and Charles S. Warner.

Theodore Huseruan, professor of pharmacology and toxicology at the University of Göttingen, died on February 13, at the age of 68. He was a most voluminous contributor to current pharmacological literature and to encyclopædias, hand-books, etc., besides being the author of a "Hand-book of Toxicology," a "Hand-book of Pharmacology," and joint author of other important works.

**Commercial Exhibits Invited by Nicaragua.**

A. D. Straus, Consul-General for Nicaragua at New York, has received information from the Nicaraguan Minister at Washington of the establishment of a "National Museum of Nicaragua," devoted to the development of industry, commerce and science.

The director of the museum invites the Nicaraguan Consuls in Europe and America to solicit from manufacturers and producers samples of articles of their manufacture as will be of interest and of commercial value to that country. Articles of this description are to be exhibited at all times free of cost.

Mr. Straus extends an invitation to the merchants and manufacturers of New York to send him samples such as suggested.

## GREATER NEW YORK.

Miss E. St. Clair Ransford, N. Y. C. P. '98, has opened a pharmacy at 2829 Broadway, between 109th and 110th streets.

E. S. Dawson, Jr., of Syracuse, widely known as the former secretary of the old New York State Board of Pharmacy, is visiting in New York.

Arthur A. Stillwell, the well-known dealer in essential oils, will on May 1 remove from his present location at 103 William street to 28 Cliff street.

On the night of March 29 thieves forced an entrance into the drug store of Eugene A. Schertick, of No. 1941 Broadway, Brooklyn, and escaped with booty valued at about \$50.

The Assembly Public Health Committee at Albany was expected on April 4 to report favorably the Weekes bill to prevent adulteration of and deception in the sale of drugs, chemicals and other substances.

James D. Sipp, formerly with the A. R. Bremer Co., has opened an office at 1 and 3 Park row as New York City representative of I. S. Johnson & Co., of Boston, manufacturers of Johnson's anodyne liniment, Parson's pills and Sheridan's condition powder.

Jesse K. Bernhard and William L. Simmons, who composed the firm of Bernhard & Simmons, druggists, at 1720 Park avenue, have filed a petition in bankruptcy, with firm liabilities of \$4,200 and no assets. The firm dissolved November 1, 1897, and Mr. Bernhard continued the business alone.

The annual commencement exercises of the College of Pharmacy of the City of New York are announced to take place at Carnegie Hall on Friday, April 26. The Committee on Commencement is composed of W. M. Massey, chairman; C. O. Bigelow, Reuben R. Smith, Felix Hirseman and George Massey.

Carman R. Lush, N. Y. C. P. '85, was elected president of the village of Hempstead, N. Y., at the municipal election held on March 19. Mr. Lush has achieved a more than local reputation, both as a pharmacist and as a business man, and his establishment at Hempstead is one of the model pharmacies of the country.

The Pharmacy Section of the Charter for Greater New York has been eliminated from the revised charter submitted to the Legislature by the Revision Commissioners. The bill to regulate the storage of explosives, printed on page 149 of our issue of March 11, has been included in the charter revision bill and will be passed as a part of it.

Will G. Ungerer's numerous acquaintances in the wholesale and importing drug trade were agreeably surprised the other day at the receipt of cards announcing his marriage on March 7 to Miss Ray Mulgrew Moore. The wedding ceremony took place at the home of the bride's brother, John N. Moore, at No. 1 West Sixty-eighth street. Mr. and Mrs. Ungerer spent their wedding trip in visiting in the South. They will be at home at 159 West Forty-fifth street.

The attorneys of the Greater New York Pharmaceutical Society are bringing forward recent decisions of the Court of Appeals of this State to show that the pharmacy law which went into effect on January 1, 1901, is in reality non-operative, and they declare that in the event of the Donnelly-Rainey measure failing to pass the Legislature they will make a test case under the pharmacy law and carry it to the Court of Appeals, where, they say, they are confident their contentions will be sustained.

The Seabury & Johnson bowlers took three straight games from a team from Elmer & Amend in their return match, bowled Monday evening, March 18, at Reid's alleys, winning by a total of 271 pins for the three games. Bowling on their home alleys the Seabury & Johnson team had some advantage, which, however, did not spare some of them the pleasure of having higher score opposing men of the Elmer & Amend team smoke Manuel Garcias (?) at their expense by winning out on individual games and counts.

The work of installing a large Westminster peal of four bells in the tower of the Church of the Heavenly Rest, Fifth avenue, near Forty-fifth street, was begun March 25. The bells are in memory of the late Dr. Frederick Humphreys, of the Humphreys Homeopathic Medicine Co., who was senior warden of the church for many years, and are given by his widow. The large bell has an inscription upon it in raised letters. The work of installation will, it is expected, be completed in time to have the bells dedicated on Easter eve.

It is said that the opera "Florodora" was named by the perfumery house of J. Grossmith, Son & Co., of London, Eng., and that they took occasion to present samples of their famous Florodora perfume to purchasers of tickets. If this be true it is interesting as indicating the different point of view of the Britishers in such matters. In this country if such an attempt were made it would be apt to prove, if anything, damaging to the prospects of the opera. In London, however, the opera was an instant success and at the same time the means of largely increasing the demand for the perfume.

A class of 26 presented themselves for examination at the last meeting of the Eastern Section of the Board of Pharmacy and the following seven passed: George J. Frey, Samuel Faik, Ernest P. H. Kaehler, Nathan Rosenszweig, Simon Selickowitch, Louis Weiner, Levi Wilcox. At a meeting of the Western branch, held at Olean on March 27, pharmacists' licenses were issued to the following, who passed the required examination: Oscar F. Beck, A. J. Boulet, Charles H. Harlow, N. G. Husk, Samuel Ruckel and William P. McNulty, of Buffalo; E. A. Phillips, of Sinclairville; H. S. Vaughan, of Port Byron; Myron G. Pomeroy, of Lockport, and F. W. Barnum, of Watkins.

New York druggists do not advertise their stores as a rule, so that the clever little one-inch ad. of J. Jungmann, inserted in some of the local papers, will be studied with interest:

<b>NEW DRUG STORE.</b>	West Side, just below 81st ; 428 Columbus
	<b>CAPACITY 500 PRE- SCRIPTIONS DAILY.</b>
	Electric elevator; entire building; five floors.
	<b>J. JUNGMANN,</b> (428 Columbus Ave., 81st. Druggist (1030 Third Ave., 61st.

The official ticket for officers of the College of Pharmacy of the City of New York, which was published in the AMERICAN DRUGGIST for March 11, was duly presented at the annual meeting of the college held on March 19 and put through without incident of consequence. The popularity of Thomas F. Main, president of Tarrant & Co., who was nominated for reelection as secretary, was shown in the fact that he alone of the several officers nominated received the full and undivided vote of the members. The officers for the ensuing year are: President, Charles F. Chandler; vice-presidents, William M. Massey, Ernest Molwitz and Reuben R. Smith; treasurer, C. O. Biglow; secretary, Thomas F. Main; assistant secretary, O. J. Griffin; trustees to serve three years, Otto P. Amend, Oscar Goldmann, Adolph Henning, Gilbert P. Knapp, Charles H. White; trustees to serve one year, John R. Caswell, Otto Boeddiker.

### HUSBAND MISSING, WIFE IN WANT.

Isador Schulkind, a druggist, who formerly resided at No. 261 Sackman street, Brooklyn and who graduated in 1893, is missing, and his wife, at the above address, would be extremely grateful for any information that would lead to knowledge of his whereabouts. An AMERICAN DRUGGIST reporter recently investigated the case. Mrs. Schulkind is in the direst want, having four small children, ranging from seven months to two years of age, to support, and it would be an act of the greatest charity to assist her. Mr. Schulkind is frequently known as "Jesse." He is 31 years old, a Russian, and at one time owned two drug stores of his own in Greater New York. If any of the readers of the AMERICAN DRUGGIST should feel disposed to give financial aid to Mrs. Schulkind we shall be glad to place their contributions in her hands.

### THE STALLMAN & FULTON CO. SPREAD OUT.

The Stallman & Fulton Co., of this city, will on May 1 abandon the building at No. 10 Gold street, heretofore occupied, the extension of their business necessitating larger quarters and superior facilities. For offices they have leased the ground floor of the Platt street side of the new Mallinckrodt Building, as well as the entire basement, where an assorted stock of various drugs will be kept which the exigencies of its trade make it desirable to have in close proximity to the office. For the storage of the greater part of its large stock of crude drugs this company has leased the six-story and basement building at No. 10 Jacob street, where the general shipping department will be located. It is a strong, new building, with large roomy floors and equipped with electric elevator and electric lighting throughout.

Besides this, the company has leased another modern five-story and basement building, situated at No. 12 Peck Slip, for

the use of the milling and manufacturing department. The powdered drugs of the Stallman & Fulton Co. have a well-earned reputation for excellence and purity, and the superior and latest improved facilities provided in the new building will enable the company to keep pace with its constant increase in trade.

### Meeting of the State Board of Pharmacy.

The New York State Board of Pharmacy met at the College of Pharmacy, 115 West Sixty-eighth street, on April 1, with every member present excepting Dr. A. H. Brundage, of Brooklyn. President Smithers made a report to the board, and asked its sanction for sending out the circular printed in the last issue of the *AMERICAN DRUGGIST*, calling upon the members of the New York State Pharmaceutical Association to oppose the amendments to the pharmacy law. On motion of George Reimann the expense of issuing the circular was met by a draft on the general fund.

There is some doubt as to the status of the various charitable institutions throughout the State which conduct dispensaries and employ pharmacists. It will be recalled that a bill was introduced by Senator Malby and passed in the State Legislature exempting pharmacists attached to State hospitals from the operation of the pharmacy law. The secretary of the Department of Public Charities of New York City holds the opinion that the hospitals of the department do not come under the jurisdiction of the State Pharmacy Board, and Secretary Faber has secured an opinion from Counsellor Heironymus J. Herold, Ph.G., declaring that the city hospitals come under the law, though he expressed doubt as to whether or not a licensing fee could be collected. President Smithers suggested obtaining an opinion from the Attorney-General on the question at issue, and on motion the matter was referred to the Committee on Registration for this purpose. W. L. Bradt, of the Albany section, informed the board that Senator Malby would withdraw his bill referred to above. Other matters of routine work received the attention of the general board, after which the various committees met and transacted business.

### A Bill to Regulate the Employment of Apprentices.

A bill has been introduced into the Assembly of the State of New York to regulate the employment of apprentices in pharmacy which contains some radical provisions. It is in the form of an amendment to the public health law and is fathered by John H. Morgan, Assemblyman from the First District of Kings County. The bill, which is calculated to attract the attention of students of pharmacy legislation in all parts of the country, is worded as follows:

Every apprentice, previous to his employment by a duly licensed pharmacist as such apprentice or within one year next after the date of beginning of such employment, shall, at the times and places within the section where such apprentice is employed designated by the board, pass an examination as to mental fitness equivalent to thirty-six counts chosen by the Board of Pharmacy from those required by the Regents of the University of the State of New York from students in law, medicine and dentistry. The board shall issue to such apprentice, after the passing of such examinations and the presenting of satisfactory proofs of character, a certificate as a registered apprentice, and the date named in the certificate as the beginning of the apprenticeship shall be that of the time when practical experience began with the apprentice named therein. The fee for such registration shall be 50 cents. Apprentices who are graduates of any of the registered high schools or academies of the State of New York or who have passed examinations in every subject of the freshman year in any college or university thereof, or the first year of any school or college of pharmacy thereof which the Board of Pharmacy considers maintains a sufficiently high standard of scholarship, shall be entitled to a certificate as a registered apprentice upon furnishing satisfactory proof of character and paying the registration fee of 50 cents. An apprentice presenting any credentials from a registered institution or from the Government in any State or country which represents the completion of a course of study equivalent to graduation from a registered New York high school or academy shall be entitled to a certificate as licensed apprentice upon presenting satisfactory proofs of character and paying the registration fee of 50 cents.

This act shall take effect September 1, 1901.

W. P. Bonney, secretary, advises us that the twelfth annual meeting of the Washington State Pharmaceutical Association will be held in Tacoma August 19, 20 and 21. P. Jensen has been appointed local secretary.

## WESTERN NEW YORK.

### Business Good in Buffalo—Work of the Western Board—Buffal Bowlers May Join the American Drug Trade Bowling Association.

Buffalo, April 5.—Buffalo druggists are beginning to feel the Pan-American trade already, for there are many people on the spot already to look after the work. There will be a few additions to the stores, but not enough to make much of a division of the business. The report on the new plan for minimum prices is still favorable, and if there are no new inflections of the agreement it promises to pull through. General sales are good. Occasionally a proprietor astonishes an inquirer by declaring that he has never had a better business than now. This report, however, generally comes from a district that is not very badly cut up by stores. It never comes from the strict business districts. This trade is best on the side, unless too far out.

#### MEETING OF THE WESTERN SECTION OF THE BOARD.

The Western Section of the State Board of Pharmacy held a special meeting at Olean on March 27 and during the session granted the following pharmacy licenses: Oscar F. Beck, A. J. Boulet, Charles H. Harlowe, N. J. Husk, Samuel Ruckel, William P. McNulty, all of Buffalo; E. A. Phillips, of Sinclairville; H. S. Vaughan, of Port Byron; Myron G. Pomeroy, of Lockport; F. W. Barnum, of Watkins. The board was very kindly received in Olean. A short visit was also made to Alleghany, a village near Olean, where consultations were held with other druggists. There will be another examination in Buffalo at the regular meeting on April 17. Some of the applicants are not yet aware that their papers must be in the hands of the secretary ten days before the examination, so that somebody gets left in that way almost every time.

#### THE BUFFALO DRUGGISTS' BOWLING CLUB

is still alive to the defeat it met at Rochester, but puts up a good rejoinder in observing that the Flower City rollers are about a hundred years behind the age, as they are still sticking to nine pins and a ten-pin roller cannot do anything on a nine-pin alley. When Rochester gets around for the return game on the 19th there will be a different story to tell, maybe. It is expected that the Cleveland druggists will be in Buffalo in June or July for a game, and the Drug Trade Bowling Association, with clubs from New York, Baltimore and Chicago, will make a second visit some time during the summer. Buffalo has a mind to join this association, as it can turn out a five-man team that it would be hard to beat. Meanwhile a game is on with the Plimpton-Cowens as a starter of the late season.

#### A NOVEL WINDOW DISPLAY.

One of the most novel Easter window displays now to be seen is made by J. A. Van Auken, the well-known druggist, of Gloversville. Mr. Yates, who clerks for Mr. Van Auken, has invented an incubator which he puts in the window with a hundred eggs, in time for the eggs to hatch out at the rate of fifteen or twenty every day during Easter week. The exhibit attracts large crowds during Easter, so much so that it requires an officer to keep the sightseers in order. Mr. Van Auken has probably one of the best stocked chicken farms in the State. The farm is a hobby with him, and run more for the pleasure he takes in turning out the best kind of stock than for the profit.

#### ITEMS OF INTEREST.

Charles J. Englehardt, clerk in the Buffalo drug store of J. A. Lockie, is just recovering from appendicitis and getting back to work. This case adds to the apparent firm belief of people living in the neighborhood of that store that appendicitis is in some way contagious or communicable from one person to another. Mr. Lockie has had it himself.

Dr. Gaylord, of the University of Buffalo, whose announcement that he has determined the cause of cancer has been heralded over the world within the past few days, is at once a hero and a martyr. He complains the "yellow journals," as he calls them all, have worried the life out of him ever since the announcement for his picture. He looks on that sort of thing as frivolous in the extreme and will have none of it. The discovery that the active element in cancer is a protozoon and not bacterial, and that the various forms previously discovered are mere forms of the same animal organization, convinces every one that an antitoxin can be devised that will dispose of it.

## MASSACHUSETTS.

### Work of the Board of Pharmacy—Efforts to Limit the Powers of the Board—An Organization Formed to Carry Out the Worcester Anti-Cutting Plan.

Boston, April 4.—The Board of Pharmacy gave a hearing to Thomas D. Tate, of Clinton, on March 23, on the question of removing his license because of alleged illegal sales of liquor. The police raided Tate's store on July 15 last. A large quantity of beer was found and upon the evidence obtained Tate was convicted. Recently the store was again raided, and Mr. Tate was fined \$150 and sentenced to serve one month in the House of Correction, but he appealed. The board reserved its decision.

#### LICENSED BY THE BOARD.

Meetings for examination of candidates were held March 21 and 28, and certificates were granted to the following: Clarence I. Pendleton, Boston; William D. Morrill, Boston; Charles O. Cowan, Boston; Stanislas A. Lamoureux, Fall River; Arthur M. Lawrence, Salem; Daniel P. Hartnett, Holyoke; Joseph C. Stannus, Charlestown; Edwin V. Noble, Hyde Park. Mr. Pendleton was a member of the class of 1900, M. C. P.

#### TO LIMIT THE POWERS OF THE BOARD.

It is stated that there has been an agreement made between the parties most interested in the two bills recently submitted at the State House relative to the Board of Pharmacy. One of these measures required the board to make its records public and the other took away the right to revoke. Now it is said that a combination bill is to be the result of this agitation, the main features of which are that there may be a suspension but no revocation of certificates, that all the board's records shall be public excepting examinations, and that four members shall be in attendance at every hearing instead of three, as at present.

#### THE WORCESTER ANTI-CUTTING MOVEMENT.

Those interested in the Worcester price enforcement plan are determined to give it a thorough trial, and have decided to invite the co-operation of the entire trade to aid in the movement. Samuel A. D. Sheppard, Ph.G., has been chosen by the Executive Committee of the Apothecaries' Guild of Boston as treasurer of the fund for the enforcement of the Worcester plan.

#### THE CONNECTICUT VALLEY DRUGGISTS' ASSOCIATION

has been formed among the druggists of Hampden, Hampshire and Franklin counties, Massachusetts, with a view to securing co-operation among the various local associations. The officers are: President, Henry Adams, Springfield; vice-presidents, George D. Clark, North Hampden; C. E. Ball, Holyoke, and C. E. Nash, Springfield; secretary, F. L. Vaughan, Springfield, and treasurer, Charles E. Bardell, Holyoke. Executive Committee: F. N. Wheeler, Springfield; L. G. Heinritz, Holyoke; D. F. Keefe, Springfield; L. S. Davis, Northampton; C. J. Smith, Easthampton; C. N. Payne, Greenfield; J. F. Hood, Turners Falls. Legislative Committee: A. E. Lerche, Springfield; F. B. Wells, Greenfield; C. B. Kingsley, Northampton.

#### CITY NEWS.

For a long period the daily papers of the Hub refused the ads of cutters offering proprietary preparations at low rates.

William T. Jenney, assistant treasurer of the American Soda Fountain Co., has been having a holiday at Pinehurst, N. C.

James M. North, treasurer of the American Soda Fountain Co., and family are spending the month of April at Pinehurst, N. C.

The annual ball of the Drug Clerks' Benevolent Association will be held in Paine Memorial Hall Monday night, April 8. President Charles E. Rolland has charge of the affair.

Athletics is in the foreground just at present at the M. C. F. and the students are very enthusiastic over the athletic association recently formed. Prof. E. H. La Pierre has been selected as trustee of the funds.

#### STATE ITEMS.

F. J. Mahar is now head clerk for James O'Brien, Lowell.

F. E. Mole of Adams is placing a steel ceiling in his store.

J. A. Stewart is the new owner of Wills' store, Winter Hill, Somerville.

James W. Tufts is setting up a handsome fountain for L. Z. Normand of New Bedford.

John A. Tupper, North Cambridge, is in financial difficulties; liabilities \$2,724.89, assets uncertain.

H. K. Mansfield, Salem, recently bought a new fountain and two carbonators from James W. Tufts.

Dr. J. H. Levasseur, of Northbridge, has just purchased a fine wall fountain from James W. Tufts.

The third annual banquet of the Berkshire Druggists' Association was held recently at Springfield, and was largely attended.

Francis Hollis, who was for over 50 years engaged in the wholesale and retail drug business in Boston, died suddenly April 2.

It has been suggested that the State militia laws relating to apothecaries and hospital stewards be amended so as to provide that these appointees shall be registered pharmacists.

The case of Louis F. Porter, charged with violating the liquor law, was recently tried in the Cambridge court. Decision was at first reserved, but the final verdict was "not guilty."

A number of Bay State druggists have decided to improve the appearance of their stores by the addition of new fountains, and have placed orders with James W. Tufts for new apparatuses. The list is as follows: A. R. McLeod, Concord; L. G. Normandy & Co., New Bedford; W. W. McMillan, Gloucester, and F. E. Stanhope, Lowell.

H. L. Green, druggist, of Worcester, has installed his own electric lighting plant in the building now occupied by his store and laboratories, inside and out. There are in all over 500 lamps, including four arc lights. The cost of maintaining these lamps had varied from \$100 to \$125 a month. An individual plant is run for less than half this amount. The cost of the plant is estimated at about \$1,500, including an engine of 50 horse-power and a generator.

William Renne, a leading citizen of Pittsfield, and the manufacturer of "Renne's Magic Oil," died on March 10, after an illness of several months. Mr. Renne was born in Dalton July 27, 1809. His ancestors were Huguenots. William Renne was one of a family of eight children. While a boy he worked in the paper mills in Dalton. Upon reaching his majority he came to Pittsfield. His first venture was in the manufacture of old fashioned neck stocks. In this he prospered until the article went out of use and then he sold out to a partner. For the next year or two he engaged in several business enterprises and then began to study law. After beginning the practice of his profession, he won his first case before the Superior Court in Boston.

Law was not to Mr. Renne's liking, however, and he again began taking up various business ventures. He began making a study of chemistry and medicine, and a laboratory was built for him in the rear of his residence. In 1858 he invented and began the manufacture of "Renne's Magic Oil." From the beginning it met with a ready sale, and the remedy became famous throughout the country. The business rapidly grew in proportion and Mr. Renne took into partnership his two sons, Zenas C. and Jarvis Renne. In 1877 the firm sold out to a New York wholesale house, which has since carried on the production of the balm. In 1859 Mr. Renne published the first business directory of Pittsfield. For the last twenty years of his life, Mr. Renne was not engaged in any active business, but was interested in a number of real estate enterprises.

#### AROUND NEW ENGLAND.

Lothrop & Pinkham, Dover, N. H., have just purchased a new fountain and carbonator from James W. Tufts, of Boston.

R. F. Linton is the new owner of a Woonsocket, R. I., store. He is to have a handsome onyx fountain from James W. Tufts.

Dr. Alonzo Green, of Green's Nervura, was recently elected Mayor of Laconia, N. H. He was inaugurated March 26, and his brief inaugural address contained many well received suggestions to the incoming Council.

The county sheriff recently raided a Portland, Me., drug store and found a number of men in the rear of the store, together with two whisky bottles. In the front store were six large medicine bottles bearing different labels, but all containing whisky. A case was brought and defendant's attorney argued that the druggist had a right to keep whisky for compounding medicines, and for such purposes only was the liquor which the officers seized. The result was guilty and a fine of \$100; appealed.



## PENNSYLVANIA.

**The Pharmacy Bill Defeated—Another Batch of Druggists Sued for Failure to Display Certificates—Four Thousand Dollars for Detective Work—M. N. Kline Elected as Chairman of the Board of Trustees of the College.**

PHILADELPHIA, April 3.—The pharmacy bill was defeated in the State Legislature by a big majority, and it now looks as if there would be no pharmacy legislation enacted at this session. While many of the druggists were in favor of having a new pharmacy bill they are afraid of the present Pharmaceutical Examining Board, and it was feared that if the bill should pass it would give that body increased powers. The president of the State Pharmaceutical Examining Board is up for re-election, and it is said there is to be a determined fight made against him. The trouble that the retail druggists have been put to during the past six months is laid at his door, and many of the legislators have been asked to put the case before the Governor and protest against his reappointment.

### SUED FOR FAILURE TO DISPLAY CERTIFICATES.

The action of the Pharmaceutical Examining Board in bringing suit against sixty druggists in West Philadelphia to answer for not prominently displaying certificates in their stores created considerable discussion in drug circles. The hearing of these defendants was set for April 2, and they were all present some time before the State attorney, Rufus A. Dentzer, put in appearance. Mr. Dentzer moved to have the cases postponed, which action was objected to by the attorneys for the druggists, who were anxious to have the case go on. Mr. Dentzer then said that he was compelled to ask for an adjournment, as the board had employed a detective agency in Pittsburgh to collect the evidence, and he had just been notified that the agency would not permit their men to testify unless the payment of their claim of over \$1,000 was settled. There is a difference of opinion between the detective agency and the Pharmaceutical Board as to what is due. About \$1,000 has been paid the agency. This explanation was not at all satisfactory to the druggists, but after considerable talk it was agreed to postpone the hearing to a future day.

### THE BOARD OF TRUSTEES REORGANIZED.

On April 2 the Board of Trustees of the Philadelphia College of Pharmacy was reorganized. Mahlon N. Kline was elected chairman and George N. Berlinger, of Camden, vice-chairman. Owing to ill-health, T. Morris Perot, who for a long term of years has been chairman of this board, has resigned. On April 4 there was a special meeting of the board to hear reports of the professors in relation to the examination which was just over. It is said that the number of successful candidates for druggists was exceedingly large and the class will be one of the largest graduating from the college. On April 14 there will be a baccalaureate sermon given in Old Christ Church. This is an innovation and it is thought will establish a pleasing precedent.

### PHILADELPHIA ITEMS.

At a meeting of the Wanderers' Bowling Team, which is composed of the wholesale drug salesmen, D. E. Bransome was unanimously elected captain.

George L. Geiger, of Broadway and Stevens street, Camden, N. J., has suffered a severe bereavement in the loss of his wife, who died of paralysis on the 19th inst. The interment was at Wilmington, Del., her former home.

Frank C. Davis, of Sixteenth and Vine streets, has the sincere sympathy of his many friends in the loss by death of his mother. Mr. Davis seems to be getting more than his share of sorrow, as he but recently buried his wife.

Maximilian Sonntag, of 3358 Germantown avenue, was censured by the coroner's jury for selling poison to minors without having a physician's prescription. The jury also recommended the passage by the Legislature of a bill restricting the sale of poisons and of medicines containing poison.

There is to be a civil service examination on April 8 at the Philadelphia Hospital for three assistant druggists, for an assistant chemist in the water department, for a laboratory assistant in the water department, and a bacteriologist assistant in the water department. All these examinations are open to the public.

On March 25 Alexander C. Bonnell, managing partner for

Steltz & Co., druggists, 2255 Columbia avenue, died suddenly. He had opened the store as usual, and then lay down upon a couch. When a clerk, a short time afterward, attempted to arouse him, he found Mr. Bonnell was dead. Heart disease is believed to have been the cause of death. He was thirty-five years of age and was graduated in 1900 from the College of Pharmacy.

Harry P. French, of Smith, Kline & French Company, is having honors showered upon him. He was recently married and on February 2 the Municipal League of this city nominated him as their candidate for Tax Receiver. Mr. French deserves considerable praise for accepting this nomination, as he will surely be defeated. In accepting this nomination he did so with the view of assisting out a good cause. The politics of this city are in a deplorable condition and reputable business men are so afraid of the men in power that they are keeping shady and do not care to take a prominent hand in suppressing the evils. Mr. French is fearless and has the courage of his convictions. If elected he would be an honor to the city and his office would be one of the few that have not been tainted by corruption.

## OHIO.

**A Cincinnati Druggist Writes from the Cape Nome Country—War in the Dairy and Food Commission Averted.**

CINCINNATI, April 5.—Cal Heiser, a former well-known young druggist of the Queen City, has been heard from after an absence of over a year. His letter to Bailiff Hayden, of Judge Hollister's court, was postmarked Council, Alaska, 100 miles north of Nome City. This is Heiser's second trip to that country. His communication is a breezy affair. It relates to the difficulties of living when whiskey is \$50 a gallon and good cigars 50 cents each. Nome City was struck by an Arctic blizzard weeks ago and 3,000 people were left without a house for shelter, and at the date of the letter, December 22, were living in tents on the snow. Heiser says that his prospects of securing good claims are excellent. He has plenty of promises and will not return to Ohio for several years. The letter was sealed with gold. Mr. Heiser is a graduate of the Cincinnati College of Pharmacy and had quite a sum of money with him when he struck out for the gold fields. He has a good constitution, can stand outdoor exposure, and will undoubtedly get along as well in Alaska as the average explorer.

### PEACE REIGNS ONCE MORE IN DAIRY AND FOOD COMMISSION.

The muddle in the dairy and food commission has been settled here without bloodshed. State Commissioner Blackburn, who was going to "punch in Squire Winkler's slats" when he met him, changed his mind after he had seen George B. Cox. The dispenser of law and justice was also in a conciliatory mood after calling Blackburn a liar and other harsh names, and both men finally agreed to "kiss and make up" for the good of the Republican party, of which both are members. John J. Kinney, of the Sixteenth Ward, takes the place of Deputy Caruthers, and now all is serene.

### OHIO NEWS ITEMS.

The drug store of William Banister, at Toledo, was entered by burglars recently and a quantity of perfumery taken.

W. C. Woodrow, of Hillsboro, suffered recently from paralysis, but at latest accounting he was much improved and able to be around some.

J. Fred Dietrich, the pharmacist, of Norwood, has been appointed First Assistant Hospital Steward in the United States Navy. He has been ordered to report at the naval station at Norfolk, Va., for assignment to a battleship.

George Merrell favors renewing the lease of the Southern Railroad to Samuel Spencer. "That road has proved a great blessing to Cincinnati manufacturers," says Mr. Merrell. "It has been well conducted, and the lease should be renewed by all means."

The session of the Cincinnati College of Pharmacy, which is just coming to a close, has been one of the most successful in the history of the time-honored institution. The great share of the credit for this condition is due to Dean C. T. P. Fennel, who has worked hard to accomplish what he has.

Albert R. Vogeler, the well known wholesale druggist, like the late Henry George, is an ardent advocate of the single tax

theory. He never fails to attend a meeting at which that subject is discussed, and is preparing an exhaustive contribution on his pet hobby to be published soon in a leading magazine.

Beginning next week Herman Serodina will have his pretty pharmacy at Fifth and Walnut streets thoroughly overhauled in accordance with his spring custom. This store is one of the best in the Queen City, and Mr. Serodina made a ten strike when he left the hill and secured a long lease on the prominent corner.

The recent assignment of Herman Koehnken, the Walnut Hills druggist, caused a great deal of comment among local members of his craft. Koehnken bought the Lambert store at Park avenue and McMillan street for \$12,000, but cut-raters destroyed his business. Koehnken accumulated his money in the West End.

The J. S. Felger Medicine Co., of Ashland, will locate in Medina about April 1. The company manufacture about a dozen remedies called the Favorite Remedies, and have a large manufacturing staff. The Medina Board of Trade has agreed to furnish the company the building it will occupy rent free for three years. E. E. Felger, manager of the company, is now perfecting arrangements.

Most local druggists who have downtown stores are making elaborate arrangements for the opening of the soda water season. Several new fountains have sprung into view, and the end is not yet. The soda water business in a centrally located drug store is now quite a factor, and is as carefully guarded and watched as the prescription department almost. It helps to pay the big expenses.

## MICHIGAN.

**Trade Good in Detroit—Local N. A. R. D. Work Praised by Mr. Holliday—Many Changes of Ownership.**

Detroit, April 3.—Business conditions are good in all lines of the drug trade, notably so in the manufacturing branch, which reports large increase over last year's record.

### CHAIRMAN HOLLIDAY IN DETROIT.

F. E. Holliday, of the Executive Committee of the N. A. R. D., was in the city for a short time, reviewing the work of the local association. His stay was necessarily brief, being on his way East, but he found time to meet the Executive Committee of the Detroit and Wayne County Association and to explain the progress of the N. A. R. D. plan in different sections of the country. He had many words of commendation for the practical way in which Chairman Walker and his associates are handling their work in Detroit. In his opinion the conciliatory plan and the gradual raising of prices represents the ideal way of obtaining results. This way has been successful so far in Detroit, and the committee are about to report out a new list based on this idea, containing about 400 articles and a substantial rise in prices.

### CHANGES.

The last few weeks have witnessed some rapid changes in store ownership and in the location of clerks.

F. J. Todd, who has been proprietor and manager of the Central Drug Store for many years, has been succeeded by Mr. Tabor, who leaves a position with F. Stearns & Co. Mr. Todd will take a much needed rest, as his health is very poor.

Dr. Scott has purchased the Highland Park Pharmacy from Dr. Andrews and has placed G. J. Robinson in charge.

J. C. Berridge leaves Brenningstahl to accept a position with the Central Drug Store.

L. W. Pennock, from Mt. Clemens, is now with the Seeley Pharmacal Co.

S. D. Glassford, who has been for a year past in Denver, is back in Detroit and is now with Gray & Worcester, Mr. Vanderhoof leaving Gray & Worcester and returning to Coldwater.

The stock and fixtures at the corner of Woodward avenue and Adams street, which have been on the market so long, have at last found a purchaser, the Finneys, who held the stock under the name of A. E. Holt & Co., having sold to C. E. Hollister. Mr. Hollister will remodel and restock the store and expects to run an up-to-date prescription drug store. Mr. Holt takes the prescription books and the telephone number and starts up next door.

W. J. Dalby, for some ten or twelve years with Westendorf, of Mt. Clemens, has branched out for himself under the name of Dalby Drug Co. He is located not far from his old stand.

## ILLINOIS.

**The New Pharmacy Bill Introduced—Outline of Its Provisions—Annual Renewal Fee Retained—A Ten Thousand Dollar Appropriation Asked**

Chicago, April 3.—Legislation of the greatest importance to the druggists of Illinois is now pending at Springfield. The matter under consideration is a new pharmacy law to replace the one which was recently declared defective by the Supreme Court. The new measure was introduced in the House March 21 by Representative C. A. Perduin, of Clark County, and was referred to the Committee on Judiciary after having been read by title. The bill was prepared at a joint conference of the Legislative Committee of the Illinois Pharmaceutical Association and the Board of Pharmacy. The bill will in all probability be amended in some particulars before it becomes a law, but a summary of its contents as it now stands will undoubtedly interest all Illinois druggists, who are anxiously awaiting news in regard to what legislation will be sought by those in official positions.

### PRINCIPAL FEATURES OF THE PROPOSED NEW PLAN.

The \$1.50 annual renewal fee, over which there has been such an uproar, is retained—for the present. There is also a provision for an appropriation for \$10,000 to cover expenses for the coming two years. This seems a strange combination, but it is said in explanation that the friends of the measure are skeptical in regard to their ability to secure the appropriation, and that the \$1.50 feature was left in for fear that the board might be left penniless. It is expected that certain elements that have always been active in fighting the law will fight the appropriation and try to render the law inoperative by cutting off the funds with which the board's expenses are to be paid. Ever since the board started aggressive warfare against the smaller patent medicine manufacturer the fight has been bitter. As a result of the board's recent tactics the law has been dealt a crushing blow by the Supreme Court, and personal enmities have resulted that it is expected will continue. It is optional with the board whether the \$1.50 will be collected, and if the appropriation is secured it is expected that there will be no burden placed on the retailer. Druggists now object to paying the \$1.50 to the board apparently because of the delusion that the board spends the money in riotous living. The facts are, according to those who are well informed, that the board is in great need of money and that, as things are now, it is impossible to enforce the law except in large communities. If the \$1.50 was paid to the State, the State then making an appropriation for the board, it is thought that there would be fewer objections.

### SECTION EIGHT ELIMINATED.

The famous "section 8," which the Supreme Court declared unconstitutional, is conspicuous because of its absence. This clause provided, in the old law, that in certain localities the State Board could issue licenses to those who were not druggists and give them the right to sell patent medicines. No especial effort was made to enforce this clause until recently, and the activity in that direction proved disastrous.

### THE REGISTRATION OF APPRENTICES.

An apprentice's time is to begin at the time he applies for an apprenticeship certificate; not at the time he enters the store, as at present. An applicant for registration must pay \$5. In case of failure this money will not be refunded, but the applicant can take the examination at any time during the following six months without extra charge. If the applicant passes he must pay \$5 more for the certificate, bringing the total cost to \$10. The applicant for a certificate as assistant pharmacist must pay the same amounts.

The appropriation feature is considered by Walter Gale, president of the Illinois Pharmaceutical Association, as being a long step in the direction of the final elimination of the \$1.50 renewal feature.

### CHICAGO COLLEGE ALUMNI.

The annual meeting and election of officers of the Alumni Association of the Chicago College of Pharmacy, the University of Illinois School of Pharmacy, was held at the college on the evening of Thursday, March 28. The following officers were elected: President, A. D. Thorburn; vice-president, Dr. A. W. Baer; secretary, F. H. S. Gazzolo; treasurer, P. F. A. Rudnick. The date set for the annual banquet to the graduating class was April 25. The arrangements for the banquet were left to a special committee.

## CHICAGO NEWS NOTES.

H. E. Tanner, of Kenosha, was one of the recent visitors to Chicago wholesale houses.

Omar Rilby, formerly at 1317 West Van Buren street, will move to 2033 Ashland avenue.

The Chicago Retail Druggists' Association will meet April 9. Officers will be elected and reports read.

T. N. Jamieson has returned from the Pacific Coast. While in California "Dr." Jamieson met several of the old time Chicago druggists.

Wilhelm Bodemann has sold his store at Forty-third street and Lake avenue to Frank H. Brown, who was formerly a clerk at the same place.

The members of the Veterans' Association met March 21. A paper dealing with recollections was read by Mr. Bodemann and another of a similar nature was read by Charles W. Gassly.

The Pasteur Vaccine Company will move from 56 Fifth avenue to 160 East Huron street, where it will occupy a new fire proof building, four stories high. The building is to be modern in every respect.

The Searle & Hereth Co. had as visitors on March 13 the senior class of the Rush Medical College. The members inspected the entire laboratory at Wells and Illinois streets and were much impressed by the size of the plant.

The genial first vice-president of the Chicago Drug Trade Club, John F. Matthes, is wearing a smile that disarranges his curly locks. He says it's a girl, and as it's the fourth he says it takes something pretty good to beat four queens. Mr. Matthes is manager of the Western office of the Whitall, Tatum Co.

Ben B. Batt, who is now at 74 Forty-third street, will move to Taylor and Paulina streets to the store now occupied by R. V. Bachele. Mr. Bachele has leased of Dr. Chamberlin the store at the northwest corner of Forty-third street and Greenwood avenue. The lease is for five years; \$7,500 rent is to be paid for the term.

The sign over the door of Whitall, Tatum & Co.'s Chicago office now reads "Whitall Tatum Co." The change was made because of the recent incorporation of the company under the laws of New Jersey. An announcement of the incorporation, signed by C. A. Tatum, J. M. Whitall, J. W. Nicholson and A. H. Tatum, has been circulated throughout the West.

The agitation in New York in regard to the prevalence of the cocaine and allied habits has attracted considerable attention in Chicago. It is said that druggists are extremely careful in regard to sales of drugs for such purposes, but that there are undoubtedly many who are ruining their health in this manner. Cocaine, it is said, is often obtained by means of a doctor's prescription or in some other manner which frees the druggists from blame.

The death of Phebe Ann, wife of O. F. Fuller and daughter of the late Morris and Susan M. Shipley, of Peekskill, N. Y., took place March 16 at 325 Dearborn avenue. Four days later Sarah Rockwood Fuller, widow of Henry W. Fuller, died at her residence in New Rochelle, N. Y. The decedents married brothers and their deaths so close together seemed most unusual and sad. The firm which became the Fuller & Fuller Company in 1885 was started by the brothers in 1857. Henry W. Fuller later went East.

L. A. Becker & Co. report the sale to the Colbert Chemical Co., of the entire fitting for a new store at Monroe and State streets, Chicago. The equipment will be of mahogany throughout and includes a very elaborate "Twentieth Century" Sanitary Fountain, to be built and installed about April 25. The estimated cost of the fixtures and fountain is \$17,000, and the store will probably be the finest and most complete in Chicago. It is confidently asserted that no handsomer or more complete drug store has ever been built.

The Chicago office of Wm. R. Warner & Co., of which A. E. Remick is manager, is to be moved from 197 Randolph street to 47 Franklin. In the same office are G. W. St. Clair and Alex. Harris, of Johnson & Johnson, and J. J. Kearney, of Stearns' electric paste. They will accompany Mr. Remick to the new quarters. The Chicago office of Parke, Davis & Co., it is reported, will be moved into a new building across the street from Wm. R. Warner & Co.'s new place. The location of these offices is in the heart of the drug jobbing belt and close to the quarters of Sharp & Dolme, the AMERICAN DRUGGIST, Fuller & Fuller, Morrison & Plummer, the Whitall, Tatum Co. and other jobbers.

## MISSOURI.

## A Druggist Proposed as a Fair Director—A Compliment to C. F. G. Meyer—Striving to Unite South Side Stores.

St. Louis, April 2.—The St. Louis Paint, Oil and Drug Club held its regular monthly meeting at the Mercantile Club on Thursday night, March 21. About the only business of importance transacted was the selection of a member to be pushed for appointment on the Board of Directors of the World's Fair. After much deliberation Theo. F. Meyer, vice-president and general manager of the Meyer Bros. Drug Co., was unanimously decided upon. This is very pleasing to all the local druggists and to his host of friends.

## WORKING ON THE PRICE PROBLEM.

H. H. Stuessel, of the Coelln Drug Co., has been endeavoring to get up a combination among the South Side druggists for the purpose of restoring prices on patent and proprietary remedies to almost their full list price. His idea was to unite all the druggists from Chouteau avenue on the north, Broadway on the east, Jefferson avenue on the west and the junction of Broadway and Jefferson avenue on the south. He says all except one druggist are in favor of the movement, but unless they all go into it there is no use of undertaking the scheme. He still has hopes that this one druggist may yet be persuaded to enter into the compact.

## ST. LOUIS ITEMS.

H. H. Stuessel has bought out C. V. Coelln's interest in the Coelln Drug Co. at 2501 S. Broadway.

A. M. Pachter has purchased the drug store at Olive street and Channing avenue from J. H. Martin.

H. A. Hall, formerly from Illinois, has bought out A. H. Bartmer at Grand and Franklin avenues.

A. R. Scheu has just fitted out his store at Easton and Wagner place with entire new fixtures and shelfware.

The City Hall Drug Store, at Twelfth and Chestnut streets, has been enlarged to nearly twice its former size.

Chas. F. Weller, of the Richardson Drug Co., Omaha, Neb., has been in the city this week looking after important business.

E. C. Bauer has been appointed manager of M. J. Noll's handsome new drug store at Academy avenue and Suburban road.

Chas. Schoettler has been installed as manager of the Kosuth Avenue Pharmacy, Kosuth and Pleasant avenues. This store is owned by H. C. Brenner, who also has a store at Sixth street and Washington avenue.

Wm. Tritschler is once more installed as chief clerk and dignified manager of the Fair Grounds Pharmacy. This is the store in which he served his apprenticeship and worked until going on the road about one year ago.

William H. Lamont, a member of the Alumni Association of the St. Louis College of Pharmacy, recently presented his one-act play, entitled "The Corner Drug Store," at the annual entertainment of the association in that city. It was well received.

The Druggists' Cockeyed Hat League is drawing near the close of the series of one hundred games. At their meeting on March 21 the Mound City "Paints" took five games straight from the Meyer Bros. team. The Searle & Herreths took three out of five from the J. S. Merrells. The Eli-Lillys captured four out of five from the Moffitt-Wests. At their meeting on March 28 the Eli-Lillys won four out of five from the J. S. Merrells, the Mound City "Paints" took four out of five from the Searle & Herreths, while the Meyer Bros. scored three out of five from the Moffitt-Wests.

The Missouri Valley Drug Jobbers' Social Club met recently at Kansas City. The members of the club are drug jobbers of Omaha, Sioux City, Denver, St. Joseph, Atchison, Lincoln and Kansas City. They met to discuss matters of the drug trade and particularly the condition of the prices of chemicals. H. W. Evans, of the Evans-Smith Drug Company, stated that the prices of chemicals had been fluctuating much of late, and the jobbers had called a meeting to arrange for a more uniform scale of prices. Those who attended the meeting were: A. J. Moore, of Sioux City; J. C. Hoover, of Denver; E. C. Smith, J. C. Baer and Thomas Vanatta, of St. Joseph; W. C. McPipe and J. C. Fox, of Atchison; E. E. Bruce and Charles Weller, of Omaha; A. S. Raymond and William Widener, of Lincoln, and Frank Faxon and H. W. Evans, of this city.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, April 6, 1901.

WHILE we have few large transactions to report, the general drug and chemical market has been characterized by a fair amount of activity during the period under review. Jobbers appear to be well satisfied with the movement of stock, the aggregate distribution during the fortnight being large. Although the fluctuations in prices noted in the subjoined table and succeeding paragraphs cover a wide range of articles, the changes are of no special significance, and the market is regarded as being in excellent shape, with prices on most lines maintained with confidence and strength. Quinine has developed no action of consequence since our last, and, although the price of bark continues to move upward, it is not expected that any change in the manufacturers' quotations will be made until after the Easter holidays observed in Europe. Apparently no interest whatever is extended to opium, which has marked a further fractional decline and remains weak and neglected. In essential oils lower prices are named for oil of cloves, which reflects the position of the spice, and natural oil of wintergreen and oil of bergamot; while higher prices are quoted for oil of peppermint. The principal fluctuations of the fortnight are as follows:

HIGHER.	LOWER.
Citric acid.	Opium,
Citrate salts.	Menthol,
Coca leaves.	Cod-liver oil,
Vanilla beans.	Cacao butter,
Formaldehyde.	Cuttlefish bone.
Colchicum seed.	Oil of bergamot,
Oil of peppermint.	Oil of cloves,
Mexican sarsaparilla.	Golden seal root,
Gum asafetida.	Jamaica ginger.
Juniper berries.	Senega root,
Naphthalin.	Valerian root. Belg.,
Japan wax.	Musk root.
Blackhaw bark.	Nutgalls, blue Aleppo.
Angostura bark.	Celery seed.
	Gum benzoin.
	Stearic acid.
	Blue vitriol.
	Oil of wintergreen.
	Balsam fir.
	Balsam tolu.

### DRUGS.

Alcohol, grain, is without important change. About the usual demand is experienced at the Trust quotations, or, say, \$2.45 to \$2.47 as to quantity, less the usual rebate for cash in ten days. Wood is jobbing fairly at manufacturers' quotations—60c for 95 per cent.

Angostura bark has improved in tone, owing to scarcity, and nothing now offers below 20c.

Balsam fir shows a fractional decline, Canada being now quoted at \$2.70 to \$2.75, while Oregon is 5c cheaper at 65c to 75c as a result of competition.

Balsam tolu is lower, influenced by a disposition on the part of some holders to urge sales, and 29c to 30c is quoted in some quarters, though most holders decline to shade 30c to 32c as to quantity and quality.

Blackhaw bark is reported in light supply, and holders now quote up to 10c to 12c.

Cacao butter has weakened appreciably in the interval, with current quotations for bulk now 32½c to 34c, and cakes in 12-lb. boxes held at 41c to 44c as to brand and quantity.

Cascara sagrada has shown considerable action during the past fortnight and current quotations are maintained with some firmness, owing to a reported scarcity at primary sources. We hear of several large sales within the range of 4¾c to 7c as to age and quantity.

Cinchonidine sulphate is dull and values are easier, with down to 28c named in some instances, though 30c remains the popular quotation.

Coca leaves are reported extremely scarce in primary markets, and local holders are firmer in their views, with 23c to 25c now quoted for Truxillo and 32c to 33c for Huanuco.

Cocaine continues in good jobbing demand and manufacturers offer with some reserve in view of the improvement in the position of leaf; quoted \$5 to \$5.20 for bulk as to quantity.

Cubeb berries are not inquired for to any extent, and the market is quiet, though prices are without quotable change, 13c to 14c being quoted for whole and 15c to 16c for powdered.

Cuttlefish bone has remained quiet and some competition among holders has led to a decline in prices on Trieste, to 23c to 25c as to quality and quantity. Jewelers' is also weaker and offering at a decline to 38c to 40c, while prime large is held firmly at 85c to 90c.

Ergot appears to be moving into better position, influenced by stronger reports from primary sources, but quotations in this market remain at the previous range of 54c to 55c for German, and 59c to 62c for Spanish.

Formaldehyde is tending higher in view of temporary scarcity, and such sales as are making are on the basis of 16c to 17c for bulk as to test and quantity.

Guarana is maintained in firm position, with a fair jobbing trade reported on the basis of 50c to 53c as to quality and quantity.

Juniper berries are tending higher and recent sales have been at 2¾c to 3c as to quality and quantity.

Menthol has yielded from previous quotations to the extent of being offered in some quarters down to \$4.15, though \$4.20 to \$4.25 is generally quoted, which is still a decline from previous prices.

Nutgalls, blue Aleppo, have remained quiet during the interval, and the market is easier at 14½c to 15c.

Opium remains dull and neglected, though the tone of the market is firm, and there seems to be no pressure to realize on the part of holders. While the ruling quotation for single cases and broken lots is \$3.17½ to \$3.20, it is thought that less might be accepted on a firm offer. Powdered in jobbing quantities is selling fairly within the range of \$4.15 to \$4.25 as to quality and quantity.

Quinine continues to offer at 32c to 34c for bulk as to brand and quantity, and while the jobbing demand has been of average proportions during the fortnight the market is quiet and speculation is almost completely suspended, most operators awaiting the action of German manufacturers, who are expected to make a change in their quotations to correspond with the improved position of bark after the Easter holidays, which are observed on the European continent from Good Friday until the Tuesday following. Meanwhile sales of stock in second hands are making at 32c for German and 31c for Java.

Saffron, American, has been irregular and unsettled, and while down to 15c is quoted in some instances, most holders decline to shade 18c. The demand during the interval has been good and large sales are reported at the inside figure.

Senna continues in demand, and numerous sales of both Alexandria and Tinnevely are reported at unchanged prices.

Thymol has eased off a trifle in the interval owing to freer offerings for forward delivery, and stock is offered in some instances down to \$5.50.

Vanilla beans are reported scarce both here and on the Pacific Coast, and this, coupled with reports of unfavorable crop conditions, has served to harden values, the Tahiti variety having been advanced to \$2 to \$2.25, though prices on other varieties are nominally unchanged.

### CHEMICALS.

Arsenic, white, is rather quiet, and the price has declined to 4½c to 4¾c as to quality and quantity.

Bismuth preparations are moving out quite freely into channels of consumption at our quotations.

Bleaching powder is in steady, moderate request, and the tone of the market is firm, with English quoted at 2c to 2¼c, German, 1.90c to 2c, and French and Belgian, 1½c to 1.90c.

Blue vitriol is a shade easier, and there appears to be some pressure to realize on the part of holders, who now quote 5½c to 5¾c.

Boric acid meets with a fair inquiry at manufacturers' quotations, or, say, 10¾c to 11¼c for crystals and 11¼c to 11½c for powdered as to quantity.

Brimstone, crude seconds, is quiet with recent sales of spot and forward shipment at \$22 and \$21.25 and \$21.50 respectively. Recent arrivals have increased the available supply.

Carbolic acid is in fair demand, though bottles are given the preference, sales of such being at 28c to 29c, while crystals in bulk is held at 23c to 24c.

Chlorate of potash is in limited inquiry, but values are well sustained at the range of 8½c to 9c for both crystals and powdered.

Citrate salts are higher in sympathy with the price of acid, most varieties being advanced 1c.

Citric acid has been advanced by domestic manufacturers to the range of 43c to 43½c for barrels and kegs respectively.

Gallic acid offers in some instances down to 62c, but the popular quotation for jobbing lots remains 65c to 70c.

Nitrate of soda is slow of sale, but the tone of the market is steadier, and the quoted range of prices is \$1.82½ to \$1.85.

Oxalic acid is well sustained, and sales are making at 5¾c to 6c.

Saltpetre is dull and nominal, small sales of crude are making at 3¾c to 3½c, while refined is held and selling at 4¾c to 5½c.

Soda hyposulphite has been in good demand during the interval with the business at \$1.90 to \$2.00, and \$2.10 to \$2.35 for casks and kegs, respectively.

Stearic acid prices have been lowered in consequence of weakness in the market for raw material, and single pressed is now quoted 8½c to 9c; double pressed, 9½c to 10c, and extra quality, 10½c to 11c; a moderate business in the various kinds is reported.

Tartaric acid is without quotable change; the wants of the trade are being supplied at manufacturers' quotations, 29c to 30c, as to quantity.

### ESSENTIAL OILS.

Anise remains quiet, and though the market indicates a weaker tendency prices are quotably unchanged.

Bergamot is offered more freely with sellers now at \$2.20 to \$2.40 as to brand and quantity.

Camphor is in improved demand, and most holders have advanced their quotations to 10c to 11c.

Cassia has not changed during the interval; 82½c to 85c is asked for 75 to 80 per cent., while lower grades command 72½c to 77½c, as to quality and quantity.

Citronella is offered more freely, and quotations are more or less nominal at 20c to 22c, and 22c to 23c for drums and cans, respectively.

Cloves is quiet, and prices are a shade lower in sympathy with the easier position of the spice. Recent sales have been at 62½c to 67½c.

Peppermint has shown some activity during the interval, there being considerable inquiry for both bulk and case oil; buyers and holders are, however, yet apart in their ideas, and the business passing is somewhat limited, with such sales as are making at the range of \$1.15 to \$1.20 for bulk, as to quality and quantity.

Wintergreen, natural (oil of sweet birch), is in better supply, and holders offer more freely at a decline to \$1.40 to \$1.45. Artificial is in moderate request at 50c to 55c.

### GUMS.

Aloes are in steady, moderate request for the different varieties, and quotations for Curacao are maintained at 4c to 4¾c; Cape, 6½c to 7c, and Socotrine, 16c to 24c.

Arabic of the various grades has sold well during the interval, and prices are steadily maintained upon the basis of 45c to 55c for first picked, 32c to 40c for second, and 14½c to 16c for sorts.

Asafetida has sold in a quantity way during the interval and at higher prices, up to 40c having been paid for desirable grades, though we hear of some large sales at 10c under this figure. Advices from London are to the effect that stock there is practically exhausted. At the close 35c to 40c was generally quoted as to quality.

Benzoin is in better supply and offers more freely at the lower range of 27c to 35c as to quality and quantity. The finer varieties of Siam gum are still scarce and command higher prices.

Camphor is passing out in moderate volume into channels of consumption at manufacturers' quotations, or, say, 60½c to 61c for bulk in barrels and cases respectively.

Chicle is held with more firmness but important demand is lacking and few large transactions come to the surface.

Gamboge, Gualac, Kino, Myrrh and other medicinal gums continue in steady jobbing demand and the sales are making at prices within the quoted range.

Senegal is in steady moderate request and values are well sustained at the range of 15c to 24c for picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth is quiet, the demand being yet limited to jobbing quantities; prices are steady at 65c to 75c for Aleppo firsts, 50c to 60c for seconds, and 75c to 85c and 50c to 55c for first and second Turkey respectively.

### ROOTS.

Aconite is quiet but steady at 13½c to 15c.

Alkanet is in fair jobbing demand with sales at the range of 5½c to 6c.

Calamus, bleached, remains quiet but firm at 25c to 30c; unbleached, held and selling at 6½c to 7c.

Dandelion is in steady moderate request, with recent sales at the range of 7½c to 8c.

Ginger, Jamaica, is in plentiful supply and holders have revised their quotations to the lower range of 12½c to 14c for bleached and 9c to 12c for unbleached.

Golden seal is weak and unsettled; buyers appear to be somewhat hesitant, and only jobbing parcels appear wanted at the lower range of 52c to 53c. It is intimated in some quarters that a firm bid on a quantity lot at 51c would not be turned down.

Ipecac is dull and featureless, though prices are maintained firmly by most holders at the range of \$2.95 to \$3.10.

Jalap is steady and jobbing fairly at 13c to 14c as to quality and quantity.

Senega has marked a decline since our last, though the demand continues good, large sales having been made recently at 35½c. We quote the range at 35c to 37c as to quality and quantity.

Sumbul (musk root), Russian, is more plentiful and holders are easier in their views, with 13½c to 16c generally quoted as to quality.

Valerian, Belgian, is quiet and prices are a shade lower, 6c to 6½c being quoted. German is unchanged at 15c.

### SEEDS.

In most lines of druggists' seeds the business during the past fortnight has been of larger volume than the period preceding this, but the price changes of the interval have been comparatively few and unimportant, the only feature of interest being colchicum seed, which has advanced to 65c to 80c. Celery has declined to 7c to 7½c, and German mustard is higher at 4½c to 5c for the yellow variety. Decorticated cardamoms are lower, the inside quotation having been reduced to 60c. The market in other respects is quiet and featureless.



## THE KNIGHTS OF THE ROAD.

Notes of the Traveling Salesmen.



Gideon F. Eber.

Representative of Lehn & Fink in Western Pennsylvania and Eastern Ohio.

The subject of our present sketch has been connected with Lehn & Fink in various capacities since March, 1891. He is now their popular representative in the Middle West, devoting a large part of his time to calling on physicians and druggists in the city of Cleveland in the interest of the pharmaceutical and chemical specialties of his house. Mr. Ebers was born in Mecklenburg, Germany, some twenty-eight years ago, and his friends say he has an exceptionally bright future before him. His personality is attractive and his persuasive powers of the first order, making him unusually successful as a salesman.

**Boston.**—J. E. Mace has been doing a hustling business. His recent trip in the interests of the Maltine Mfg. Co., New York, was no exception to his usual success.

Fraser & Co., New York, seem to find the right man for the right place. L. M. Sessions belongs to the corps of able and efficient workers for this firm.

W. E. Lowe is a well-known knight in the trade. As often as this genial agent for Fries Bros. appears on the grounds he and all that he represents are made right welcome.

Of course things would not go right without the cheery presence of Rudolph. The interests of E. Fougere & Co. are in good hands. Everything that Mr. Wirth touches is sure to flourish. So it has been with business.

**Buffalo.**—E. B. Merriam, who sells goods on the drug side of the house of McKesson & Robbins, is now coming to Buffalo, having had this city and Rochester added to his territory. He spent a season here late in March and will return every five weeks.

W. A. Markee is a new man to the Buffalo retail drug trade, but he is working up a good trade already. He sells Lyon's Chocolate Cremes and comes from Pittsburg.

D. T. Horton now hails from Cleveland and travels for Strong, Cobb & Co., of that town, selling manufactured drugs. He was formerly night clerk in Gregory's Genesee pharmacy and is well acquainted with the city. The last week in March was spent in Buffalo.

Richard Hudnut's pharmacy is represented in this territory by S. I. Hanson, who gets here about once in three months. He has lately been on this round, taken some good orders and departed.

W. R. McMillan is also a McKesson & Robbins man in this territory, but he sticks to druggists' sundries. He is due with us this week and is sure of a good reception and a good trade.

F. P. Hinkston struck Buffalo a few days ago and sold a lot of goods for Bruen, Ritchey & Co., as he is accustomed to do whenever he comes our way.

George Vander Scharff, who not long ago opened trade here for the sundries and glassware of Meinecke & Co., is going to be a Buffalonian now and has located an office at 437 Ellicott square.

**Rochester, N. Y.**—Frank L. Williams is making a specialty of the "Tyrian" goods, manufactured by the Tyer Rubber Co., of Boston. Mr. Williams was in Rochester in March and placed several fine orders.

Mr. Westlake, the representative of Rogers & Pyatt, New York, was another March visitor in our city. He is well and favorably known among the local trade.

Mr. Smith, who represents Henry K. Wampole & Co., of Philadelphia, secured some valuable orders from our druggists last month.

Geo. E. Burrows is showing an excellent line of druggists' sundries, chamolis, sponges, toilet goods, etc., from Schieffelin & Co., New York. Mr. Burrows is too well known to need any kind of advertising to get an order.

Thurston & Braidich, of New York, have in W. P. Smith a thorough-going all-around representative. Mr. Smith is showing a fine line of goods and getting some very substantial orders from our dealers.

Charles J. Sohni is still with Loudon & Hill, of Philadelphia. They claim on their cards of announcement to be "Headquarters for Pointers," and their agent is making good their boast.

Robert E. Service is still coming and going and always getting our orders for more goods of the kind handled by J. M. Maris & Co. He is in town this week.

P. J. Coughlin is very ably representing Nelson, Baker & Co. in this vicinity. He announces his coming to Rochester for the 10th to the 15th of April.

E. M. Reed, of the Reed Chemical Co., has induced us to buy a supply of Magnet sticky fly paper, which reminds us of the days to come when the weather will be milder and the domestic fly will be getting in his detestable work.

E. G. Green, representing the Mallinckrodt Chemical Works, made his March call on Rochester druggists, and met with his usual success.

E. LaMontagne & Son announce the early coming of Thomas Powell with samples of their goods.

G. B. McLeod got nineteen more new stockholders for the Empire State Drug Co. during the last two weeks. He reports business good and fine prospects ahead.

**Philadelphia.**—Clarence Elston, of Bauer & Black, Chicago, appears to be doing some very effective work for his firm, for their goods are now to be seen in many stores which were considered strongholds of some other manufacturers. He has lately returned from Atlantic City and is much elated with his success at that resort.

Charles M. Edwards has departed for his regular trip through New York, in behalf of Gilpin, Langdon & Co.

The Norwich Pharmacal Company is represented by E. E. Howard, who is selling gauzes, bandages, etc.

Bruen, Ritchey & Co., of New York, are after our trade, and judging from the efforts of their salesman, want it bad.

Fred. A. Fenno, of Wallace & Co., of New York, has again been here on one of his periodical visits. He took a nice bunch of orders away with him.

Fred. Plessner is doing some good detail work for the Trommer Company, Fremont, Ohio.

The Emerson Drug Co. and the Kohler Manufacturing Co. are thoroughly distributing their advertising matter and the results are being manifested by an increase in sales. T. S. Askew, of the former company, is working early and late in hard and consistent effort to have the work thoroughly done and we congratulate his house on having such a conscientious worker on its payroll.

E. Wheeler Carr, of the A. R. Bremer Co., of Chicago and New York, manufacturers of Coke Dandruff Cure, is with us pushing the sale of Coke Dandruff Cure.

F. D. Hoyt, Jr., is a new one in the trade in this city, and announces that he will in the future make regular visits every

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, APRIL 22, 1901.

ISSUED SEMI-MONTHLY BY  
**AMERICAN DRUGGIST PUBLISHING CO.,**

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN, Lic. Phar.....Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries..... 2.50

Subscriptions may begin at any time.

### ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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## THE GERMAN SYSTEM OF "CONCESSIONS."

IN our last issue we had something to say regarding the conditions of pharmacy in Germany, and of the burdens which German pharmacists are forced to bear under the Teutonic system, and we have been gratified to find our views fully concurred in by several prominent German-American pharmacists, who know something of existing conditions in the land of their birth. At the same time close observers of the trend of pharmaceutical legislation in this country have welcomed our warning note on the danger of imitating in our pharmacy laws the form of exaggerated paternalism so peculiar to the German system.

While the system observed in Germany of granting "concessions" to individuals authorizing the establishment or maintenance of a pharmacy in a given town or city may serve as a protection against excessive competition, it has some extremely objectionable features. Thus the difficulty of obtaining one of these concessions renders the ultimate possession of a pharmacy the remotest of possibilities for young men just entering the profession, and has proved so discouraging in some instances that the proprietors of many establishments are well nigh driven to despair by the scarcity of clerks and apprentices. Affairs have reached a really serious stage, in the opinion of German pharmacists, when efforts are being made to render the study of pharmacy more attractive for women, so as to encourage them to take up the profession and thus supply the present lack of competent help.

The authority to grant concessions is vested in a Government bureau having autocratic powers, and it is no unusual thing to hear of violations of the principle that the number of pharmacies in a given district shall be in proportion to the number and prosperity of the inhabitants. In one instance, which came under our notice recently, the controversy concerning the grant of a concession to a pharmacist in a small town in Prussia that gloried in the possession of one pharmacy, established a century or so ago, was carried to the Prussian Landtag and to the Minister of the Interior. Both authorities rejected the protest of the first druggist, with the result that he was practically ruined, for the town could not support two pharmacies.

It is occasionally advanced as a reason for the more liberal granting of concessions that the nominal value of pharmacies in Germany has grown beyond reasonable limits on account of the scarcity of new concessions. The result of this increase in nominal value is that the interest on the valuation, which must be paid by the concessionaire, is growing so burdensome that the financial status of the pharmacists as a class suffers, and the public

must pay higher prices in order to meet the increased rate of interest.

Truly the outlook for the German pharmacist is not reassuring. After comparing the conditions existing here with those under which our Teutonic brethren are now struggling, one is forced to the conclusion that after all America and American methods are preferable to Germany and German methods so far as pharmacy is concerned.

### THE VALUE OF ASSOCIATIONS.

THE dominant note in many of the addresses at the recent quarto-centennial celebration of the American Chemical Society, which is reported at length in our news columns, was the great gain to science which has grown out of the social intercourse made possible by the coming together in association work of large bodies of men engaged in similar lines of research. While it may be questioned whether the real worth of such meetings consists in the encouragement they give to a broader development of sociality among the members or that the meetings are but a pretext for the cultivation of a higher social intercourse, it is undeniably true that the best and most enjoyable features of these gatherings are the opportunities they afford for the exchanging of ideas with men whom we have known for a long time, perhaps, by correspondence or through their printed contributions to science and whom we there meet face to face and know better and more intimately.

The day of individual effort has passed in science as it has in business; for the field of scientific knowledge has grown to dimensions so vast that to cover all that is known, even of one subject, is impossible to any save the most remarkable minds. By a subdivision of the field among special workers, however, each laboring in his own narrow circuit and contributing his mite of knowledge to the immense aggregate of information gained from the entire body of scientific workers, we obtain results in science commensurate with those obtained in commerce through the operation of such vast combinations as the modern trusts, which are now so dominant a factor in the world's affairs.

In pharmacy, as in more highly scientific lines of work, associated effort is required to obtain the best results, and as the season approaches for the annual meetings of the several State and other pharmaceutical organizations it is well for the pharmacist to bear in mind that while it may be difficult to reckon up in dollars and cents the profit accruing from attendance on these meetings, the gain is none the less real. Nor should that time be counted as wasted which is devoted to social recreation. The pharmacists need to know each other better, and if the National Association of Retail Druggists had accomplished nothing besides the organization of local associations of pharmacists throughout the country, it would still have deserved well of the craft. The impetus it has given to the development of sociality among the trade has spread to the smallest towns and villages, and

the larger cities have shared its beneficent influence. This achievement deserves to be ranked among its greatest benefits to the trade.

### THIS RULE DOES NOT WORK BOTH WAYS.

IT is delightful news that is brought to us by Mr. Gill, collector of internal revenues for the United States Government in the district of Massachusetts. Mr. Gill informs a Boston newspaper that "druggists in various parts of the State have been making a practice of demanding more money for many proprietary articles than the amount printed by the manufacturer on the cover, and at the same time paying a revenue tax for but the amount intended to be charged by the manufacturer." We fear that in making public this statement of Mr. Gill we may do serious injury to the retail drug trade of Massachusetts by causing an inundation of that State with aspiring druggists eager to set up business in a community where the druggists make a practice of demanding—and it is fair to presume receiving—more money for proprietary articles than is contemplated by the manufacturer! When this news gets thoroughly disseminated the men engaged in the retail drug business in Massachusetts had better sell out at once, for with such a condition of affairs to recommend them the drug stores in Massachusetts certainly ought to command a very handsome figure, while if the stores are not sold before, the influx of immigrants which may be confidently counted upon if Mr. Gill's assertion is borne out by the fact will rapidly reduce the value of the stores already established.

This statement by the collector has been made in explanation of the following order issued by him:

Druggists and others who change the price established by the manufacturer, as the retail price of proprietary and medicinal articles, to a higher price than the one on which tax is paid by the manufacturer, must before selling them affix thereto a stamp of the required difference. Otherwise he or they become liable for the sale of articles not fully and properly taxed.

It is a poor rule that does not work both ways, and we urge the collector to note that in a spirit of fairness in order to make this rule work both ways he should make a proportionate reduction from the amount of tax exacted wherever a proprietary article is sold at less than the price established by the manufacturer as a retail price. We fear, however, that Mr. Gill will be obdurate on this head, and that until the law repealing the stamp tax goes into effect the druggists will continue to pay taxes on dollar articles at the dollar rate, though they sell them at 67 cents.

### Two of a Kind.

I consider the AMERICAN DRUGGIST one of the best drug journals published.

OLIN B. DAVIS.

Darlington, S. C.

We take five drug journals, but prize the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD above them all. We get so much good, solid matter out of it, especially the advertisement department.

R. B. HENDERSON & Co.

March 15, 1901.

## DRUG STANDARDS AND HOW TO ESTABLISH THEM.

By A. R. L. DOHME, PH.D., BALTIMORE, MD.

THE student of medicine is amazed when he hears in his course of lectures on pharmacy, after having completed a course on pharmacology and toxicology, and is keen on doses and toxicity of drugs that one lot of belladonna leaf yields 30 per cent. of pilular extract—that is, U. S. P. standard—and another lot yields only 20 per cent. of an extract of the same pilular consistency, and is also U. S. P. standard. He appreciates that one of the two extracts is 33 1-3 per cent. stronger than the other, and yet both can officially and correctly be used indiscriminately in making pills for a patient. If he is told besides that the 20 per cent. yielding drug may besides have contained three times as much total alkaloids as the 30 per cent. yielding drug, he becomes confronted with the remarkable condition of one extract of belladonna containing four and a half times as much active principle as another, and yet both being official by the authoritative standard of the land. If he loses faith in the value and authority of that book, it cannot be ascribed to prejudice or scepticism.

### AN EXPLANATION NEEDED.

These facts and figures are not exaggerations, and have both come within the range of the writer's experience. Naturally if the lecturer takes the student into his confidence sufficiently to tell him this uncanny story, he must make amends by explaining how this gross injustice to the medical practitioner is atoned for, and give him an explanation of pharmaceutical assaying, and how both extracts are brought to the same therapeutic level by means of the separator and the burette. This serves as well as any other method available to show how necessary it is to introduce into the Pharmacopœia standards of active principle strength for all drugs whose active principle or principles are known, and certainly for all drugs that are toxic.

### THE PROBLEM BEFORE US.

Assuming now that this is our conviction, and we want to do as well as we can by the Pharmacopœia in the matter of standardizing its toxic drugs, and assuming that we can establish reliable methods of assay to determine accurately the amount of these active principles in the drugs, how must we proceed to set up a standard that will represent as nearly as possible the average sample of drug that nature produces for our use, and at the same time the desired strength thereof to produce the desired therapeutic effect in the usual doses of the drug? This is not the end of our problem, however, for we seldom use the drug itself in compounding prescriptions, but usually some preparation thereof, be it a fluid extract, tincture, elixir, solid extract, plaster or powdered extract. Although we might establish a standard of 0.35 per cent. total alkaloids for belladonna leaf, we cannot certainly establish this same standard of 0.35 per cent. total alkaloids for its solid extract, powdered extract, tincture, plaster, etc., and even perhaps not for its fluid extract, as the full strength of a drug is seldom extracted by any menstruum, be it official or not. If this is not generally known, it is a fact nevertheless, as the writer has found time and time again in case of many drugs, even though the drug be percolated until its percolate gives neither color, taste nor chemical reaction for active principle. Hydrastis and ipecac are two drugs that are especially loath to deliver up to the official U. S. P. or any other menstruum all of their active principles. We will thus apparently have to establish distinct standards for the drug, its fluid extract,

its tincture, its plaster, its solid extract, etc., because each of these bear a different relation to the drug, part for part by weight. The problem, which at first glance appeared quite simple, has suddenly taken on a decidedly complex hue, and for the nonce we cannot see daylight ahead. If we had been satisfied with merely saying that belladonna leaves shall contain 0.35 per cent. total alkaloids, where would we have wound up?

### STANDARDIZE THE DRUG AND ITS PREPARATIONS.

In the first place, it is well known that drugs vary widely in content of active principle, and the chances are about twenty-five or more to one that the belladonna leaves we had just bought do not contain exactly 0.35 per cent. total alkaloids. If they did contain just 0.35 per cent. we could make a fluid extract or tincture from them and label it U. S. P., although we could not do the same for a solid or powdered extract, and hence not for a plaster. Supposing, however, they do not contain 0.35 per cent. total alkaloids, but contain instead 0.50 per cent. total alkaloids. How are you going to make your tincture and fluid extract, and yet have them be standard on a basis of 0.35 per cent. drug standard? Obviously the only way is to use less than pound for pint, and instead of using 1,000 Gms. of drug to make 1,000 Cc. of fluid extract, you would have to use thirty-five-fiftieths of 1,000, or 750 Gms. of drug. But this would not give you an official fluid extract in the sense of the present Pharmacopœia, which requires each Cc. to represent 1 Gm. of drug. What your solid extract and plaster would represent in total alkaloids would be determined only by assaying the same after making it, and it might vary anywhere from 0.8 to 3 per cent. total alkaloids. Obviously, it is impracticable to establish standards for drugs and their preparations by merely establishing it for the drug alone. If we are to have the standard only for the preparations of the drug, it is manifestly preferable to have it established for the various preparations, and let the drug alone; in other words, you can use any drug so long as your preparations of it assay up to the standard established for it. It appears, however, best of all to establish standards for the crude drug, and for such of its preparations as can accurately and readily be assayed, because if we did not require a standard for the drug, it might be possible to use a very inferior drug, and make up the shortage in active principle strength by actually adding active principle, in our case atropine. The proper course to pursue in establishing these standards is to find out by the assay of many samples of a crude drug the average amount of active principle or principles that this drug contains, and then establish this amount as the standard for that drug. Thus the result of an inquiry among manufacturers whose assays aggregate several hundred samples of drug for belladonna leaves has shown that this drug averages 0.35 per cent. total alkaloids. It is hence fair to assume that the average belladonna leaf that nature provides and that produces the full effect of the drug in its usual doses is 0.35 per cent. total alkaloids. If we find that for this drug little or no active principle is lost in the process of percolation, we can establish a standard of 0.35 per cent. total alkaloids for its fluid extract. In my judgment it would be safer, however, to make this standard a trifle lower in general for the fluid extract than for the drug, so as to provide for a general average percolation which may not exhaust the drug fully. Standards to be official should allow for the personal equation, and if it is likely to result by official percolation, due to the nature of the operation, in a shortage of active principle in the percolated product to allow for it in general. In accordance with this liberal view of the case, it would be necessary either to make the drug standard 0.40 per cent. total al-

kaloids, and the fluid extract 0.35 per cent. total alkaloids, or the drug 0.35 per cent. total alkaloids and the fluid extract 0.30 per cent. total alkaloids. The solid extract would again require the experience of many preparations of the same so as to establish the average yield of solid extract obtained from belladonna leaves. If this average of about two hundred experiences in the preparation of the solid extract was 30 per cent. solid extract, then we have merely to figure what would be the total alkaloids that would be contained in such an extract made from a drug containing 0.35 per cent. total alkaloids. This would be 1.165 per cent. total alkaloids. Then again a belladonna plaster made officially from extract of belladonna leaves would have to contain 0.233 per cent. total alkaloids, since it must contain 1 part of extract in 5 parts of plaster, and based on an official extract containing 1.165 per cent. total alkaloids would contain one-fifth the amount of the extract in total alkaloids. In order, however, to be liberal, and allow for the personal equation in the preparation, it would probably be preferable to make the standard 0.20 per cent. total alkaloids for belladonna plasters made from belladonna leaf extract. The tincture of belladonna contains 150 parts of drug in 1,000 parts of tincture, and based on a standard drug containing 0.35 per cent. total alkaloids, it should assay 15 per cent. of 0.35 or 0.0525 per cent. total alkaloids. As in case of the belladonna plaster, it is desirable to slightly reduce this requirement to 0.05 or 0.0475 per cent., so as to allow for the average errors in percolation, which are bound to occur.

#### WHAT IS AN ACTIVE PRINCIPLE?

We have thus seen how it is possible to establish the active principle standard for belladonna leaf and its preparations, and the question of average assay of the crude drug and of the amount of solid extract it will yield are matters that can only be determined by experience based on numerous trials by different observers. The same methods must be adopted for all other drugs as far as these two points are concerned, but the method of determining the amount of active principle or principles, and the decision as to what properly constitutes the active principle are, of course, entirely separate questions, and must be decided specially for each drug. This brings us to the question of what is an active principle. It is generally supposed to be that substance in a drug to which the most valuable and potent therapeutic effect of the drug is due. Some drugs have more than one therapeutic effect, and these several therapeutic effects are entirely independent of one another. In those cases the drug evidently contains several active principles and a correct standard for them would state the required amount of each that the drug should contain in order to be normal and produce the normal effect of the drug in its normal dose.

#### THE ALKALOIDS OF IPECAC.

An instance of this kind is ipecac root, which is both expectorant and emetic, and which contains, as we know, two active principles, emetine and cephaeline, both alkaloids; the emetic properties being due to the cephaeline, and the expectorant properties to the emetine. This apparent contradiction is due to the fact that until recent years it was supposed that the drug only contained one alkaloid, which was called emetine. Messrs. Paul and Cownley showed, however, that emetine consisted of two alkaloids, which they separated, studied and named. After doing this they tested them pharmacologically, and found to their surprise that what they had named emetine possessed expectorant properties, and what they had named cephaeline possessed emetic properties. It has been assumed that the following active principles represent the therapeutic strength of their respective drugs, and that

preparations of the latter standardized according to them will give uniform therapeutic results:

DRUG.	ACTIVE PRINCIPLES.
Aconite, root and leaf.....	Aconitine of Freund, m.p., 195 degrees C.
Aloes .....	Aloin or total oxymethylantraquinones.
Belladonna, leaf and root....	Total mydriatic alkaloids.
Bloodroot .....	Sanguinarine.
Cascara sagrada.....	Purshianin or total oxymethylantraquinones.
Cinchona bark.....	Ether-soluble alkaloids.
Coca leaf.....	Ether-soluble alkaloids, mainly cocaine.
Colchicum, root and seed....	Colchicine.
Conium, fruit and leaf.....	Conine.
Digitalis .....	Digitalin, digitalein and digitoxin.
Ergot .....	Cornutine of Keller.
Gelsemium .....	Gelsemine.
Golden seal.....	Hydrastine.
Guarana .....	Caffeine.
Henbane .....	Total mydriatic alkaloids.
Ignatia bean.....	Strychnine.
Ipecac .....	Cephaeline and emetine.
Jaborandi .....	Pilocarpine.
Kola nut.....	Caffeine.
Malefern root.....	Fillicic acid.
Mandrake .....	Podophyllin.
Nux vomica.....	Strychnine.
Opium .....	Morphine.
Pomegranate bark.....	Pelletierine and isomers.
Rhubarb .....	Chrysophanic acid or total oxymethylantraquinones.
Stramonium, leaf and seed..	Total mydriatic alkaloids.
Strophanthus .....	Strophanthin.
Veratrum viride.....	Veratrine.
Wild cherry bark.....	Hydrocyanic acid.

Whether or not these substances do in each case represent the full strength or even the therapeutic effect of their respective drugs is more or less an open question, and it is so because the science of pharmacology, or the study of the physiological effect of drugs upon the various organs of the human body, has not reached that development which enables us to make definite statements in reference to them. The facts that are known point to these substances as the active principles, and the above statement of them represents our best knowledge to-day in this matter. Assuming that it does, and that at any rate it is a more valuable and desirable criterion of the value of a drug than none at all, the conclusion is inevitable that we are as correct as we can hope to be to-day when we standardize drugs by them. We can rest assured that we are at least not wrong even although we may not in all cases be entirely—i. e., completely—inside the truth.

#### CHEMICAL ASSAY VS. PHYSIOLOGICAL TEST.

It would appear that the proper method of determining the correct amount of these active principles in these drugs ought next to interest us, and this brings us to the question of chemical assay and physiological test of drugs. I distinguish chemical assay from physiological test advisedly, as I do not consider the physiological test an assay in the usually accepted meaning of this word—i. e., as a quantitative analysis. This matter I have pretty fully discussed in the *Druggists Circular* last year, and I will not enter into it here any further than to say that primarily and finally the physiological test is in my judgment not a quantitative process, but only a qualitative one, and its significance in this connection is hence of no moment. For serums and biological products it has its distinct value as a quantitative process, as that is the only way we can assay these products, but for drugs it merely possesses the value of establishing the fact that the drug examined and tested on animals is not inert. It requires either the balance or the burette to give us quantitative results, and these alone are tangible, and possess value for our purpose.



**Details of Assay Standards.**

Let us enter more minutely into the details of the assay standards of the various drugs above enumerated.

**ACONITE ROOT**

is a potent drug, and it has pretty definitely been established that aconitine is its active principle, but doubt has been thrown upon the reliability and trustworthiness of assaying the drug by this standard, because, forsooth, manufacturers of aconitine don't give us a uniform and pure product, but instead a mixture of more or less complexity (see A. R. L. Dohme, *What is the Pure Aconitine of Commerce?* *Proc. Amer. Pharm. Assoc.*, Vol. 43, p. 206)! The fact is undeniable that the aconitine of the market is not a homogeneous substance, or if homogeneous is not in most cases aconitine, but some derivative of it or substance allied to it. Aconitine is, however, a definite chemical substance, as Freund has conclusively shown, and it can be obtained as the product of a carefully made chemical assay of aconite, as the writer has shown (*Druggists Circular*, 1900). In view of this fact there appears no reason whatever for pharmaceutical chemists to fall back on physiological test, be it on lower vertebrates or on the human tongue, and an aconitine standard is the proper and correct standard in my judgment. Whether this be 0.5 or 0.35 per cent. is not established, but it seems to me in view of my experience with many specimens of aconite root from Germany that 0.5 per cent. is the proper standard for the root and 0.35 per cent. for the leaf. Why the leaf was ever made official, or is used when the root is more potent and uniform, has always been a conundrum to me, just as the simultaneous appearance in the pharmacopœia of colchicum root and seed, or stramonium leaf and seed, have been and are.

**ALOES**

is a knotty problem for any one to handle at the present status of our knowledge of its chemistry. There are many varieties, and all are used, some countries preferring the one variety and others another, while even in the same country some pharmacists insist upon using Socotrine aloes, and others Cape aloes, and others Barbadoes aloes, etc. The active principle is aloin presumably, since we get the laxative effects of the drug from this principle, and it is used largely, but it cannot be denied that even after all the aloin has been removed from the aloes, the resin left is quite a decided laxative, although as decided a griping laxative. It is apparent that the drug needs further study. Besides this, however, it was Flückiger's opinion that the aloins from various aloes were not the same—i. e., that socaloin was different from barbaloin, and this again different from capaloin, etc. This has not in my judgment been established, but it is not unlikely true, especially since Tschirch has shown that practically all the homologous and isomeric members of the oxymethylantraquinones are laxatives, and the number of these possible theoretically is very great. I have never worked them out, but I would imagine that the number of these isomers and homologues possibly would be nearer one hundred than fifty.

**THE OXYMETHYLANTHRAQUINONE STANDARD.**

In the absence of this knowledge, which will require much work for its establishment, I think the plan I have used for all oxymethylantraquinone-containing drugs is the most feasible and correct—viz., to make the standard represent the total amount of these oxymethylantraquinones in the drug. This would hold for aloes, cascara sagrada, rhubarb, senna, buckthorn and other drugs. I have devised a very simple and as far as I know correct

method for performing this assay, by separating and weighing these oxymethylantraquinones. Whether hence for aloes an aloin standard or a total oxymethylantraquinone standard is more correct and more nearly represents the full therapeutic strength of the drug is an open question, requiring investigation. Personally, I think the total oxymethylantraquinone method is preferable; and more nearly correct. In my judgment, Socotrine aloes is a delusion, and, in fact, all aloes are more or less such, except Curaçoa aloes, for as far as I can learn they are all more or less mixed trade products, except this, and perhaps even this is to some extent. Be that as it may, two things are certain, first, that Socotrine aloes does not come from Socotra, and is not the most efficient aloes; and, second, Curaçoa aloes is the most efficient aloes, and at one-sixth the price is twice as rich in aloin. It is this double discrepancy that makes aloes a snare and a delusion, especially when the U. S. P. indorses the same. The proper method is to specify no special variety in the Pharmacopœia, but merely require a purified aloes, free from stones, nails, wrenches, chisels, and other ballast so common to the drug, and then require it to contain a certain amount of aloin or total oxymethylantraquinones. My experience would point to 15 per cent. aloin as a safe and conservative standard, although Curaçoa aloes will very frequently run as high as 18 to 20 per cent. of aloin. Socotrine aloes seldom exceeds 10 per cent. aloin in content, but it would seem unreasonable to set the standard at 10 per cent. when Curaçoa aloes averages over 15 per cent. The other drugs mentioned in the above list will be discussed in a later paper.

(To be continued.)

**Physiological Action of Wine.**—Experiments recently made by M. Roos prove that wine, taken in moderation, has salutary effects. He has reported (Paris letter in *Chemist and Druggist*) to the Paris Academy of Sciences his experiments on six pairs of guinea-pigs, four pairs of which were given wine daily, whilst the others were provided with the usual food only. In regard to endurance, weight, strength, number of offspring and longevity the tests were altogether in favor of the wine-fed animals. As these results conflict with current ideas, protests are coming from all parts. M. Dumas (of Ledignan) also comes forward with a defense of wine, which he says ought not to be made responsible for the misdeeds of alcohol. Its chemical composition constitutes it, he says, a hygienic alimentary substance and a tonic of the highest order. It preserves the nutritive qualities of the blood, and restores them when lost. Being indispensable to life it ought to be no more taxed than bread. He asserts that taxes on hygienic drinks, and on wine especially, belong to another age. Whenever wine becomes cheap it will drive out alcohol.

**Banana Liquid.**—William A. Dawson, the author of the gold paint formula published in the *AMERICAN DRUGGIST* for January 28, page 40, replies to the inquiry as to whether or not his formula will yield a preparation resembling that sold under the name "banana liquid." He states that banana liquid is the name by which the preparation is known to varnishers and painters. The varnish consisting of a solution of celluloid in amyl acetate, it has the characteristic fruity and pungent odor of the solvent, and on this account is called variously "pear oil, banana juice or banana liquid." The varnish contains 5 per cent. of celluloid, which must be finely shredded and dissolved in the amyl acetate without heating. This varnish makes an effectual bronze paint of great durability and lasting color.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

*This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

(Fourteenth Paper.)

### ACHROMATIC LENSES.

**C**ROWN glass, which possesses an index of refraction almost equal to that of dispersion, is selected for the convex lens; and flint glass, which has a power of dispersion greatly in excess of that of refraction, for the concave lens. These two lenses are cemented together in such proportions that the concave lens shall entirely correct the dispersive effect of the convex lens without entirely neutralizing its refractive power, and hence the combination will be a refractive but not a dispersive lens, producing a pure white spot without colored edges.

This is the principle on which art makes achromatic lenses, and all modern telescopes, microscopes, photographic and optical instruments have their lenses thus corrected.

The refractive system of the eye is corrected of its chromatism on the same principle. The refractive media are the cornea, aqueous, crystalline and vitreous humors. These have curvatures of different kinds and degrees coming in contact with each other. The index of refraction is not the same for all of them, with probably a difference in the dispersive properties also. This combination of different lenses, of differing curvatures and of varying refractive and dispersive powers, is for the purpose of correcting the chromatism of the eye.

### SPHERICAL ABERRATION.

Spherical aberration arises from the nature of the curve used in grinding lenses. Geometry proves that parallel rays can be refracted to a single focus only by a parabolic curve, whereas lenses have a spherical curvature. A sphere differs from a parabola, in that the latter shows an increase in the curvature toward the center of axis.

In a spherical lens there is a difference in the refractive power of different portions of the lens, the marginal portions exceeding the central portions, which excess of refractive power increases with the distance from the center. Therefore the focal point of the marginal rays is not at the same distance as that for the central rays; in other words, there are an infinite number of foci at different distances. Those formed by the portions of the lens nearest the axis will be at a greater distance, while those formed by the portions of the lens nearer the periphery will be at shorter distance.

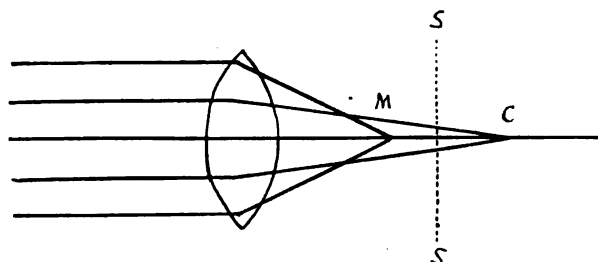
### SHOWING EFFECT OF SPHERICAL ABERRATION.

The accompanying diagram represents a condition of spherical aberration in which the marginal rays, on account of the increased refractive power of the periphery of the lens, are brought to focus at M; while the more central rays passing nearer the axis of the lens, where the refractive power lessens, are not so quickly brought to a focus, which is therefore further removed, as at C. The best place for the receiving screen would be midway between the two points M and C, as at SS, but even here there is no sharp focus, and the image would not be clear and distinct.

### CORRECTION OF SPHERICAL ABERRATION.

Spherical aberration may be greatly lessened by the use of diaphragms, which cut off all except the central rays, but in this case distinctness is obtained at the expense of brightness, which can be done satisfactorily only when the light is very strong.

Spherical aberration may be reduced also by the use of several flat lenses instead of one thick one, and this is a plan taken advantage of by many instrument makers. But complete correction can be secured only by an increase in the refraction of the central portions of the lens,



which may be accomplished in one of two ways: either by an addition to the density of this part or by an augmentation of the curvature.

Art has not been able to achieve success by the first method. It has not been found possible to so graduate glass as to increase its density from the periphery to the center of the lens. But Nature can do many things of which art is incapable, and hence it is by this method that Nature sees fit to correct the spherical aberration that would otherwise exist in the eye. The crystalline lens of the eye increases in density and refractive power from the periphery to the center, so that it may be regarded as consisting of concentric layers, each one, passing inward, of a greater density until the nucleus is reached, which is a very dense and highly refractive spherule.

The contraction of the pupil when exposed to a bright light, or when looking at close objects, acts as a diaphragm by excluding the marginal rays, and thus contributes to the same effect. Thus by a combination of both methods the result is accomplished, and the eye may be regarded as practically free from spherical aberration.

The second method is the one made use of by art—namely, an increase in the curvature of the central portion of the lens. By mathematical calculation it is found that the curve must be that of an ellipse. Hence a lens to make a perfect image must be a section, not of a sphere, but of the end of an ellipsoid of revolution about its major axis. A familiar example of this difference is seen in the difference in the shape of a hemisphere, and of that of the end of an egg. It is justly considered one of the greatest triumphs of science to have calculated the curve, and of art to have successfully carried out the suggestion of science.

*Percentage Methods in the Preparation of Antiseptic Surgical Dressings.* Dr. A. Russow (*Pharm. Zeit.*) describes the various methods of calculating the percentage composition of antiseptic dressings. The best method of calculating these percentages is to take 100 Gms. of the fabric and to impregnate this amount with 10 Gms. of antiseptic substance in order to make a 10 per cent. dressing. This method is more practical than the addition of 11 Gms., as would be required by strict logic, and is the method generally adopted by manufacturers of dressings in Germany.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

## ACCOUNTING, BOOK-KEEPING, AND FINANCIAL.

### PART I.

#### Accounting—(Continued).

**I**N single entry, the various transactions of the day's business are posted from the day book, or transaction checks, to the cash book and the ledger. Items involving receipts or disbursements are posted to the cash book. Items of goods bought or sold on credit are posted to the proper account in the ledger; as is also the moneys paid or received "on account."

CASH BOOK.

Date.	Transaction.	Received.	Paid.
Jan. 1.	Rec'd on account.....	\$5 00	
	Paid, expense, rent. . . . .		\$25.00
	" mds. Smith Drug Co. . . . .		\$100.00
	Drawn out by proprietor .....		\$10.00
	Cash sales. . . . .	\$50.00	

In the ledger accounts are opened with those persons or firms having credit dealings with the business. To the account of those who buy on credit are charged, or debited, the goods bought, and when they pay their bill the amount of the payment is credited to the account. In the accounts with the persons or firms from whom the business buys goods on credit the transaction is just the reverse, the goods bought are credited to the account and the cash paid for them is debited.

#### DEBIT AND CREDIT.

The words "debit" and "credit" are much used in all works and writings on accounting, as of a matter of course they must be, for every business transaction is either a debit or a credit. A debit is a charge, or what is generally understood by the word charge, it is the reverse of credit. Money or merchandise that goes out of the business is to be entered as debit and money or merchandise coming into the business is entered as credit.

In all double column ledgers the left-hand column is always the debit column and the right-hand column the credit column, no matter what the nature of the account.

#### ACCOUNT BOOK RULINGS.

Blank books for keeping accounts are variously ruled, each particular ruling having a trade name by which it is known in the blank book trade.

Ledgers are ordinarily ruled by dividing each page thus:

Date	Debit transaction.	Amount.	Date	Credit transaction.	Amount

this ruling being called double column ledger ruling.

Another form is to place the debit and credit figure columns side by side in the center of the page thus:

TITLE OF ACCOUNT.

Date.	Debit item.	Amount.	Amount	Credit item.	Date.

This is called "center column ledger" ruling. It is the most convenient form of ruling for accounts for goods bought and for representative accounts; the convenience of having the two figure columns in the center is obvious.

Still another form is to make the debit space wider than the credit space; it is a more convenient form for accounts with customers where the debits consist of many small items, as several items may be entered on a line and space thereby economized; as the credits consist of the cash paid on account from time to time, only a narrow space is needed:

TITLE OF ACCOUNT.

Date.	Debit item.	Amount	Date.	Credit item.	Amount.

This form is called extra debit ledger ruled.

Journals are ruled with space for date, space for item, and from one to six figure columns on a page. The one and two columns being called day books, and the others three, four or five column journals.

In the one to five column journal the item space is to the left, and the figure columns at the right of the page, but in the six column journal the item space is in the center of the page, and three figure columns on each side of it.

Where it is thought desirable to classify or journalize the items of the cash book, a four or five column journal will be found most convenient for the purpose; using the right-hand page for disbursements and the left for receipts.

#### CASH BOOK—JOURNALIZED.

RECEIPTS.

Date.	Item.	Mdse.	Soda.	Cigars.	On Acc't.	Credit Sales.
Jan. 1.	Mdse. Sales.....	\$40.00				
"	Soda " . . . . .		\$10.00			
"	Cigar " . . . . .			\$5.00		
"	On account.....				\$5.00	
"	Credit Sales. . . . .					\$6.00

DISBURSEMENTS.

Date.	Item.	Mdse.	Expense.	Soda.	Cigars.	Drawn.
Jan. 1.	Mdse. S. D. & Co..	\$25.00				
"	Expense—rent ..		\$25.00			
"	Soda supplies.....			\$3.00		
"	Cigars.....				\$15.00	
"	Drawn out..					\$1.00

#### THE LOOSE LEAF LEDGER.

The "loose leaf system" of accounting is rather a new idea in the business world, and although the system is

largely used in the wholesale trade and by large enterprises and corporations it is as yet little known or used by retail merchants. The loose leaf ledger is a particularly useful aid to the book-keeping to any kind of business; its essential features being that the leaves of the book are detachable from the binding and may be inserted or removed from the book at will. This being so the ledger is perpetual, and lasts as long as the business itself; when the leaves are all used up more may be purchased; when the binding is worn out a new cover may be procured; when a new account is opened a new leaf is inserted, and when an account is closed, or becomes dead, it is removed from the book and laid away in a filing box.

As the ledger contains only live accounts it never becomes overbulky, and by the use of different rulings and leaves of different tint accounts may be classified, and, if desired, all the accounts of the business kept in the one book; a great convenience and saving of time in posting up.

Accounts with customers may be kept on white leaves "extra debit" ruled, accounts with wholesale firms on yellow leaves "center column" ruled, cash account on blue tinted leaves "five column journal" ruled and so on.

By keeping the cash account thus and making the original entries on checks or vouchers, all other books may be discarded and the ledger made the sole book of account, making a compact and economical system of accounts.

In the next number will be given an outline of the system of accounting best adapted for the needs of a retail drug business.

\* \* \*

**RUBBER TILE FLOORING.**—We have received a large number of inquiries regarding the address of the manufacturers of the "rubber tile" mentioned in our last issue. Among others letters of inquiry have been received from D. A. H., J. G. H., W. T. C., F. K. J. and P. M.

The flooring referred to is composed of the so-called interlocking rubber tile made by the New York Belting & Packing Co., Limited, with offices in New York at 25 Park place; Chicago, 150 Lake street; St. Louis, 411 North Third street; San Francisco, 509 Market street; Philadelphia, 724 Chestnut street; Boston, 24 Summers street, and Baltimore, the Baltimore Rubber Co., 101 Hopkins place.

As mentioned in a previous article, the tiles are of a rubber composition, so shaped as to interlock when properly placed. They form a solid flooring which is noiseless, non-slippery, water proof and durable.

**Some Indian Drugs.**—W. Mair (*Pharmaceutical Journal*) submits details on some of the more important drugs of British India that are in use in that country by native and European physicians. "King of Bitters" is the name by which the *Andrographis paniculata* is known; the name suggests the use to which the plant may be put. *Bela fructus* is said to be of "unquestionable value in diarrhoea." *Ispaghula*, the seed of *Plantago ovata*, is an emollient. The fruit of *Carica papaya*, "the value of which," according to Mair, "cannot be overestimated." The rind of the Mangosteen, *Garcinia mangostana*, is used like kino. The seed of the jambul, *Eugenia jambolana*, is used in diabetes. Kurchi is a name applied to the *Holarrhena antidysenterica*, a mild astringent, anti-dysenteric, and febrifuge. The leaves of *Adhatoda vasica* are said to be used in pulmonary affections, and chaulmoogra oil, derived from the seed of *Gynocardia odorata*, in eczema, etc.

## GATHERED FORMULAS.

(Continued from page 194.)

### Face Powders.

#### I.

Zinc oxide.....	ozs. 8
Orris root, powdered.....	ozs. 2½
Purified talcum, N. F.....	ozs. 10
Extract of musk.....	drops 12
Extract of jasmine.....	drops 9
Extract of white rose.....	drops 9
Extract of cassia.....	drops 9

Mix thoroughly and pass through a fine sieve.

#### II.

Zinc oxide.....	ozs. 4
Rice powder.....	ozs. 14
Precipitated chalk.....	ozs. 4
Purified talcum, N. F.....	ozs. 2
Orris root, powdered.....	ozs. 2
Perfume as desired.....	

Mix well and pass through a fine sieve.

#### III.

Zinc oxide.....	lb. 1
Precipitated chalk.....	lbs. 6
Purified talcum, N. F.....	lb. 1
Corn starch.....	lbs. 2
Extract of white rose.....	ozs. 1
Extract of jasmine.....	ozs. 1
Extract of orange flower.....	ozs. 1
Extract of cassia.....	ozs. 1
Extract of musk.....	ozs. ¼

If this powder be too light, a portion of the precipitated chalk may be replaced with prepared chalk.

#### IV.

Magnesium carbonate.....	lb. ½
Purified talcum, N. F.....	lb. 1
Oil of rose.....	drops 8
Oil of neroli.....	drops 20
Extract of jasmine.....	ozs. ¼
Extract of musk.....	dr. 1

#### V.

Corn starch.....	lbs. 7
Rice starch.....	lb. 1
Purified talcum, N. F.....	lb. 1
Powdered orris.....	lb. 1
Extract of cassia.....	ozs. 8
Extract of jasmine.....	ozs. 1

Mix thoroughly and pass through a 100 mesh bolting cloth.

#### VI.

Zinc oxide.....	ozs. 4
Rice starch.....	ozs. 14
Precipitated chalk.....	ozs. 4
Purified talcum, N. F.....	ozs. 2
Orris root, powder.....	ozs. 2
Perfume.....	Sufficient

#### VII.

Zinc oxide.....	ozs. 2
Orris root, powder.....	ozs. 2
Rice starch.....	ozs. 16
Oil of rose.....	drops 9
Oil of geranium.....	drops 3
Oil of ylang ylang.....	drop 1
Coumarin.....	gr. ½
Acetic ether.....	drops 10

Mix the first three ingredients. Mix the other ingredients so as to dissolve the coumarin, and incorporate this mixture with the powder.

#### VIII.

Rice starch.....	ozs. 5
White bole.....	ozs. 5
Purified talcum, N. F.....	ozs. 2
Apple blossom perfume q. s.	

Carmine solution to produce a pale pink.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### American Journal of Pharmacy, April.

**Contributions from H. M. Gordin.**—This author has long studied the subject of the assay of crude drugs, contributions from him having appeared in the proceedings of the American Pharmaceutical Association for several years past. He is of the opinion that the most serious fault in most assay processes lies in the failure to completely exhaust the drug assayed. He proposes two methods for this purpose, one of which, method B, is practically the same as that given on page 43 of Lyon's "Handbook." It differs from Keller's method in avoiding the use of water and in giving the liquid by volume and not by weight. The drug is digested in very fine powder with ten times its amount of modified Prollius' fluid shaken in a mechanical shaker for four hours, an aliquot part drawn off, shaken with acid water, ammonia or soda added, and the alkaloid shaken out with immiscible solvents. Method A, as proposed by the author, consists in extracting the drug in a Dunstan and Short apparatus, distilling off the alcohol, diluting with diluted sulphuric acid, shaking with talcum, filtering and separating the alkaloids by ammonia, or soda, and the use of immiscible solvents. The author gives the results of his examinations of coca leaves and of *hydrastis canadensis*, in both of which method A is preferred. The article is to be continued.

**Gum Mastic.** By Henry C. C. Maisch.—The author has examined a number of samples of mastic varying very materially in color, though a careful examination indicates that even in the genuine article this wide variation occurs. He gives the results of determinations made of the acid numbers of several samples of mastic by Dieterich's method (solution in benzene, addition of potassium hydrate solution and titration with sulphuric acid). He found that the results obtained tallied closely with those obtained by Dieterich.

**The Production of Nitric Acid from Atmospheric Nitrogen.** By M. I. Wilbert.—The author says that it is not generally realized the production of nitric acid and the various nitrates by the combustion of atmospheric nitrogen is one of the immediate possibilities of the future, but such is really the case. The combustion of atmospheric air by means of an induced electrical current has already been accomplished on an experimental scale. In Sir William Crooke's address before the British Association, an interesting abstract of which appeared in the AMERICAN DRUGGIST in 1898, that authority stated that sodium nitrate could be produced by the aid of electricity at the rate of \$26 per ton, basing the cost of power upon that obtaining at Niagara Falls, while the native nitrate brings about \$37.50 per ton. If some other more economical source of power be found, such, for instance, as that furnished by the blast furnace gases now wasted, this figure may be even lowered.

**Oil of Walnuts.** By Lyman F. Kebler.—The author was unable to obtain in commerce a pure oil of the black walnut (*juglans nigra*, L.), all the samples obtained differing materially from that actually expressed by himself from the nuts. The oil generally used, when pure, is that obtained from the *juglans regia*, L., a tree indigenous to Persia and cultivated in Europe and America. The drying qualities of the genuine oil expressed by the author are excellent, being equal if not superior to those possessed by linseed oil, and having been highly approved by an artist.

**The Wide Occurrence of Indicators in Nature.** By G. S. Fraps.—The author gives a long list of substances which act as indicators, many of which are not usually classed as such. The article is reprinted from the *American Chemical Journal*.

### Merck's Report, April.

**A Practical Filtering Rack.**—Edward P. Higby has devised a practical filtering rack, the details of which are shown in the accompanying engravings. The sizes of the piping required and the method of setting them up is set forth by the author as follows:

Obtain from any plumbing establishment three  $4\frac{1}{2}$ -foot pieces of  $\frac{3}{8}$ -inch gas pipe, threaded  $\frac{1}{2}$  inch on one end; eight pieces  $\frac{3}{8}$ -inch pipe 6 inches long and threaded down  $1\frac{1}{2}$  inches

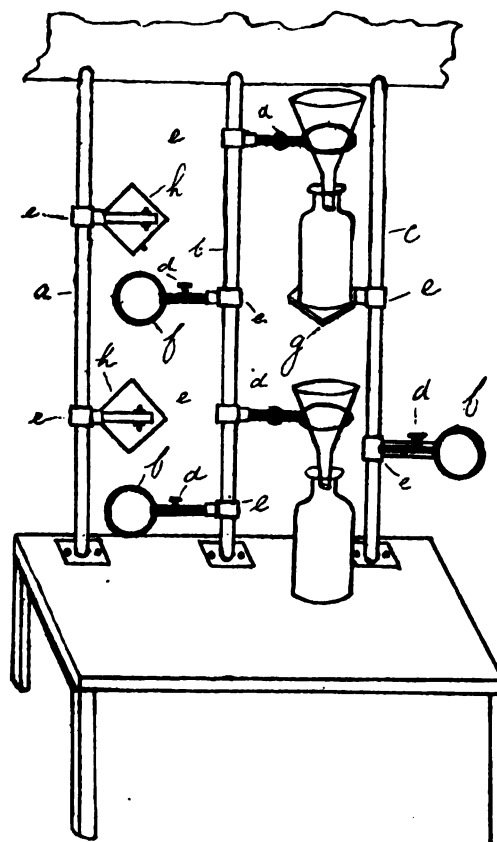


Fig. 1.—a, b, c, uprights; d, thumb screws; e, T's; f, funnel rings not in use and turned against the wall; g, shelf in use; h, shelves not in use and turned against the wall.

on one end; eight  $\frac{1}{2}$ -inch T's with  $\frac{3}{8}$ -inch opening; and three  $\frac{3}{8}$ -inch plates. The  $4\frac{1}{2}$ -foot pieces are for uprights, and in my rack extend from the work table, which stands against the wall, to the ceiling, the table and ceiling being only 4 feet 4 inches apart. This allows the uprights to go into the ceiling 2 inches. Fasten the three plates with screws to the work table  $\frac{1}{2}$  inch from the wall and 12 inches apart, and make in the ceiling directly over each plate a hole sufficiently large to allow the  $\frac{3}{8}$ -inch pipe to pass through. Slip onto one of the  $4\frac{1}{2}$ -inch pieces four of the  $\frac{1}{2}$ -inch T's, put the unthreaded end of the pipe through the middle hole in the ceiling and screw the threaded end into the middle plate until it is fast. Do the same with each of the other  $4\frac{1}{2}$ -foot pieces, putting, however, only two  $\frac{1}{2}$ -inch T's on each. . . . Screw a 6-inch piece of  $\frac{3}{8}$ -inch pipe into the  $\frac{3}{8}$ -inch opening of each T until it is firm against the upright. . . . Have made of iron wire large enough to fit snugly into the holes in the projecting pipe any number of different sized rings to fit your funnels, leaving 6 inches of straight wire for a handle, as shown at b, Fig. 2, and



insert one into each projecting piece of pipe on the middle upright, as the middle one forms the rack proper. By filing a slit in the end of the projecting pieces just large enough to catch slightly on the ring part of the above figure, it will prevent the funnel being tipped over; but as an extra precaution and at

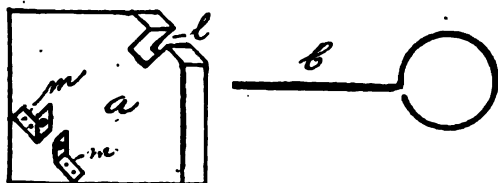


Fig. 2.—Details of construction of shelf and ring.

very little additional expense, I have had small thumb screws put about 2 inches from the ends of the projecting pieces of pipe, and which hold the rings firmly. When not in use the projections and rings are turned flat against the wall, thus taking up practically no space whatever, while they are always ready when wanted, and even could be taken down altogether in a very few moments. On each projection of the two side uprights I have fitted a small shelf.

**Why Do Syrups Spoil?** By Alfred I. Cohn.—This paper, which was read before the Philadelphia College of Pharmacy, was published in abstract in our issue of March 11, p. 138.

**Pharmacy for Freshmen.** L. D. Haverhill and L. E. Sayre.—This is a continuation of a series of articles, and takes up the solutions of acids, including the vinegars of the Pharmacopœia. There is nothing particularly novel about the method of presenting the subject.

**Solution of Magnesium Citrate.** By George W. Hague.—The author, after trying many formulas, decides that a formula published in 1895 by Prof. A. B. Stevens and W. Palmer is the best. We reprint the formula, although it has already appeared several times in these columns:

Magnesium carbonate.....	Gm. 18
Citric acid.....	Gm. 28.5
Oil lemon.....	Gm. 0.128
Sugar.....	Gm. 62
Potassium bicarbonate.....	Gm. 2
Distilled water.....	sufficient.

Dissolve the acid in 250 Cc. of water, add the magnesium carbonate which has been previously triturated with the oil of lemon, and then add the sugar. When dissolved, filter the solution into a strong bottle having a capacity of 360 Cc. Next add enough water to nearly fill the bottle, drop in the potassium bicarbonate, immediately close the bottle with a cork, and secure the latter as usual.

**Science and the Pharmacist.** By Samuel T. Hensel.—The author points out the advantages for scientific observation which present themselves in the course of the routine work of the pharmacist, and suggests several lines of study, such as solution and ionization, in which there is room for much original work.

**The Chemistry of the U. S. P. Preparations.** By Bernard O. Leubner.—This is one of a series of articles on the same subject which presents the elementary facts in relation to the subject treated of.

**The Origin and Meaning of Medicinal Plant Names.** By F. Ranson.—The author has compiled an interesting résumé of the subject. The paper is reprinted from the *London Pharmaceutical Journal*.

**Urine Analysis by the Pharmacist.** By Prof. George C. Diekman.—This is an installment of an article which has been running in this journal for some months past.

The present installment treats of the methods employed in the determination of phosphates and of uric acid.

#### The Spatula, March.

**Disinfectants.** By Prof. Wilbur L. Scoville.—For domestic disinfection the author recommends a mixture of cresylic acid with a solution of green soap. A cheaper preparation is made by dissolving yellow laundry soap in water, evaporating to form a 50 per cent. solution, and mixing with this three parts of cresylic acid with one of soap solution. For a powder he recommends a mixture of 12 parts of infusorial earth and 1 part of ochre, to which are added 5 parts of naphthalin previously dissolved in 15 parts of carbolic acid.

**Poisonous Photographic Chemicals and their Effects.** By Henry G. Abbott.—This article, which is reprinted from the *Photo Era*, cautions the readers against the dangers incident to the careless handling of poisonous photographic chemicals, the author giving his own experience with a very bad case of bichromate poisoning.

**Successful Headache Remedies.**—Lionel Lyon, an author of a suspiciously alliterative name, writes a general article about the growth and popularity of headache cures.

**Selling by Mail.**—Bernard Bedford (alliteration again) outlines a scheme for promoting the sale of proprietary preparations through mail orders. He proposes the sale of a headache remedy by means of an advertisement such as follows in papers of general circulation:

Send us your name and address and we will mail you 30 packages of our Climax Headache Powders which you can sell among your friends at 10 cents each. Send us the \$3 and we will send you same day a pair of Club Skates, absolutely free. Send no money but write to-day. Climax Med. Co.

On receipt of an order the headache powders are mailed with a premium list and order blank. He advises the use of mediums with a large national circulation.

#### Meyer Brothers' Druggist, April.

**Petrolatum.**—Emil Grebe states that in the course of an examination of various brands of petrolatum he has found that none of the amber or yellow petrolatums conform to the sulphuric acid test of the Pharmacopœia. He ascribes this to the fact that the sulphuric acid process of manufacture has been discarded, purification now being effected by treatment with superheated steam and filtration through charcoal or some similar substance. The author cautions the reader against artificial preparations made by mixing paraffin with heavy lubricating oils. These may be distinguished from the natural product by their inferior viscosity by not being homogeneous or gelatinous in appearance and by exhibiting crystals under the microscope.

#### Pharmaceutical Era, April 4 and 11.

**Business Methods in the Pharmacy.**—Clyde Huston and Randolph Wehler give their experiences with methods for the improvement of business, which are concerned with small money-saving devices, as economy in the use of corks and wrapping paper, the manufacture of one's own proprietary remedies, and newspaper, circular and window advertising.

**Business Course in the College Curriculum.**—W. A. Hover, chairman of the Committee on Credits and Collections of the National Wholesale Druggists' Association, is an advocate of commercial training in schools of pharmacy. The purely professional pharmacist stands no show, in his opinion, with his competitor of active com-

mercial instincts. Therefore, he says, in whatever way possible, train and quicken these instincts for precisely the same reason that you train and impart knowledge, purely technical and professional—i. e., that the graduate may be the best equipped to encounter all the phases of his life's work.

*The Origin of Seidlitz Powders.*—A reprint of an editorial in the London *Chemist and Druggist* for February 23. The Seidlitz spring in Bohemia was discovered in 1724 by Frederick Hoffmann, a physician of Halle. The solids of the Seidlitz spring contain 82 per cent. of magnesium sulphate. Seidlitz powders do not contain magnesium sulphate. The fact appears to be that, taking advantage of the popularity of Seidlitz water at a time when it was the chief natural aperient water imported, the name was applied to a powdered substitute for the water. A patent was taken out on a powder which was stated to possess the properties of the medicinal spring of Seidlitz, but was afterward declared invalid, because the specification tended to make people believe that an elaborate process was essential to the invention, when, "in fact, a person might go to a chemist's shop and buy the same things as separate part of a compound." It seems settled beyond doubt that Thomas Field Savory, chemist in England, in 1815, invented the term "seidlitz powders."

*Veterinary Diagnosis.*—A reprint of an article from the London *Pharmaceutical Journal*, already fully abstracted in these columns.

*Rapid Percolation Apparatus.*—An illustrated article describing a method of promoting rapid percolation, which, as remarked by the editor, is not new, and may be found described in any work on operative pharmacy.

*Success in the Retail Drug Business.* Communications on this subject are made by D. J. Thomas and R. F. Ruppiller.—Mr. Thomas emphasizes the necessity of devotion to business and the use of method and system in the pharmacy. It is important to keep up stock. The story of "I'm just out" too often repeated stamps the teller as a careless druggist. The courteous treatment of customers and the discouragement of loafing in the store are touched upon. Mr. Thomas is a believer in the postage stamp, free telephone and city directory, as a means of attracting trade. Mr. Ruppiller gives his experience as a clerk with two types of proprietors. One an "old fossil," who "bossed" his clerk at all times and treated his customers in a condescending manner, and another who was obliging and courteous to his customers and kind and considerate with his clerks, and never considered himself too big to take suggestions from those beneath him.

*The Troubles of the Clerk.*—Albert R. Harrer gives some particulars of the trials of a drug clerk with "cranky" customers, and lays down some rules for the treatment of customers. He speaks for humility, and advises the would-be successful clerk or druggist to be humble in his profession and court patronage rather than demand it.

*Licorice.*—The source and habitat of licorice, together with methods of gathering and preparing the root, are described in this article, which is a reprint from the *Scientific American Supplement*.

*Pharmaceutical Journal*, March 9, 16 and 23.

*Vegetable Powders and their Diagnostic Characters.* By Prof. Henry G. Greenish and Eugène Collin.—This

is a continued article, section 1 of which deals with the starches; and figures of the different varieties evidently executed by M. Collin are shown. The characteristics of the various starches represented are very clearly indicated by the drawings and the completed series should be much prized by teachers and students.

*Copaiba.* By John C. Umney and C. T. Bennett.—The authors attempt to answer certain questions with regard both to the relative therapeutic value of the volatile oil and resin, the quality of the commercial varieties of copaiba and the establishment of characteristic tests. The first two questions have not yet been answered satisfactorily. There seems to be no doubt that both the volatile oil and the resin are active medicinal agents, but further investigation is needed to settle this point definitely. As regards the value of the commercial varieties of South American copaiba, the authors showed that while these copaibas are derived from an enormous area, they are all obtained from species of *Copaifera*—viz., Bahía from *C. coriacea*, Cartagena from *C. officinalis*, Maracaibo from *C. officinalis*, Maranhão from *C. Langsdorffii*, Pará from *C. multijuga*, and Cayenne from *C. guianensis*.

All of the commercial varieties examined responded practically to the requirements of the British Pharmacopœia, except in regard to the character of the resin and the rotation of the volatile oil. The authors suggest a new pharmacopœial description for the oleoresin, and they are of the opinion that it would be preferable to include monographs for volatile oil and resin respectively—that is, separate pharmacopœial descriptions for each. A new pharmacopœial description for the resin is also suggested.

*Stramonium Adulterants* was the title of a paper read by J. Slinger Ward before the Pharmaceutical Society of Great Britain, March 12. The adulterant was discovered in a parcel sent to the importers and turned out to be *Xanthium strumarium*. Mr. Ward regards this as an unsafe adulterant, inasmuch as it is said to have a decided effect on the heart. The leaf of the *Xanthium strumarium* differs from that of *Datura stramonium* in the presence of crystalloids, the small glandular hairs, the small size of the epidermal cells, and the absence of calcium oxalate rosettes. The author introduced his paper with a description of a substitute for stramonium which was offered at a time when very little stramonium was obtainable. The substitute had none of the characters of stramonium and was identified as *Carthamus helenioides* (N. O. *Compositæ*), a native of Algiers. The article is accompanied by drawings showing the histological characteristics of both the substitute, *Carthamus helenioides* and the adulterant *Xanthium strumarium*.

*Notes on Some Essential Oils.* By M. W. Allen and E. T. Brewis.—This paper, which was read before the Pharmaceutical Society of Great Britain on March 12, was prompted by certain observed discrepancies between the B. P. descriptions and the results of their own analyses. The investigations of the authors appear to confirm the figures of the German authorities, rather than the pharmacopœial figures, and reference is made to the limits for sp. g. and optical rotation figures given by Gildermeister and Hoffmann in their work on "The Volatile Oils." The oils examined were those of nutmeg and cardamoms. The introduction of a distinguishing test into the Pharmacopœia for the last named oil is recommended.

*The Volumetric Determination of Phenol.* By James F. Tocher, F.I.C.—In this paper, which was read at a meeting of the North British Branch of the Pharmaceu-

tical Society, March 20, the author utilizes the oxidation of phenol as a means of quantitatively determining it. Phenol treated with potassium permanganate in presence of alkali was found to be oxidized to oxalic acid, while the hydrated oxides of manganese were precipitated. As phenol was partially oxidized in presence of alkali it was suspected that the oxidation would be complete on acidifying and warming to 60 degrees C. This proved to be the case. To 10 Cc. phenol solution (0.0094 phenol) some  $\text{NaHCO}_3$  Aq. was added, and then 50 Cc. decinormal permanganate. The whole was boiled for a few minutes and allowed to cool, when the fluid was first neutralized and then acidified with  $\text{H}_2\text{SO}_4$ . The temperature was raised to 60 degrees C. and decinormal oxalic acid run in until the color was discharged. The excess of permanganate was found to be 22.2 Cc., equivalent to 27.8 Cc. permanganate used up by the phenol. Theory requires 28 Cc. The mean of six experiments gave 27.9 Cc. The author considers it clear that phenol can be determined volumetrically by oxidation with permanganate. He recommends the following method of titration: 1 Gm. phenol is dissolved in 1,000 Cc. and 10 Cc. (= 0.01  $\text{C}_6\text{H}_5\text{OH}$ ) taken for titration. About 3 to 4 Gm.,  $\text{NaHCO}_3$  is added, together with a little distilled water. Fifty Cc. decinormal permanganate are now added, the liquid boiled for five minutes, and then set aside to cool a little. Dilute  $\text{H}_2\text{SO}_4$  is now added gradually, until the mixture is neutralized, and then to decided excess. The mixture is now warmed to 60 degrees C., and decinormal oxalic acid added, with stirring, until the color is discharged. If the phenol is pure, 29.78 Cc. permanganate will be required for 0.01 Gm. of substance taken.

*Note on Adrenalin.* By Thomas Maben, F.C.S.—Adrenalin is the name given to a substance isolated from the suprarenal gland by Dr. Jokichi Takamine, and which is believed to be its active principle. Adrenalin is used in a solution of a strength 1:1,000 dissolved in normal sodium chloride solution, and containing  $\frac{1}{2}$  per cent. of chloretone. So powerful is adrenalin said to be that a single drop of the solution instilled into the eye is said to blanch the conjunctivæ, ocular and palpebral in from 30 seconds to 1 minute, and with its aid bloodless operations have been performed.

*Australian Bitter Bark.* By J. Gordon Sharp, M.D.—The author describes the botanical origin of *Alstonia constricta*, and makes reference to other species of the genus and to the chemistry of the bark. Three alkaloids have been isolated from it by Dr. Otto Hesse—viz., ditamine, echitamine and echitenine. The author gives the history, names and ulterior uses of the bark, and describes the physiological properties of its active constituents.

*A Note on Some of the B. P. Extracts.* By D. B. Dott, F.I.C., F.R.S.E.—A criticism of a recent paper by Edmund White.

*Milk Preservatives.* By Harold Leeney, M.R.C.V.S.—The author points out the existing need for a preservative that will be innocuous to the consumer. He quotes a series of experiments which were made in Germany, going to show that boric acid is dangerous to health. Some fifteen cats were procured and the first five were fed exclusively upon milk containing one in one thousand of boric acid. They all died in little more than a month. Another batch were treated with half the previous dose. These also died, some of them succumbing in less than three weeks. The last five cats were fed with milk containing one part of formaldehyde in fifty thousand. These all died after five weeks of such dieting. Another five

were kept on milk from the source, but not treated with any preservative, and they remained well at the end of the time. The author closes by asking whether the infant's stomach is better able to deal with boric acid or formaldehyde than a healthy adult cat.

Chemist and Druggist, March 16 and 23.

*The Summer Side Line.*—The photographic side line is one of the most successful of the accessories which English pharmacists have found it profitable to add to their business, and the editors take occasion at the opening of the season to point out to their readers some of the essentials for the successful development of this branch of business. They agree with Dr. Stiefel, who, in his opening article on Photographic Supplies as a Side Line, contributed to the AMERICAN DRUGGIST for March 11, adverted to the advantages of a pharmacist knowing something of the practical details of the processes. The dealer is advised to put aside all plates and paper left over from last season. They need not be regarded as "dead stock," for there are customers who do not mind buying them at slightly reduced rates. Dark rooms should be renovated and "titivated" up before the season begins. Revised price-lists and any extensions of the series of photographic labels should be placed in the hands of the printers. It is well to exhibit about the pharmacy or in the window photographs of local attractions, or to issue a short price-list of chemicals and apparatus. There is nothing in this article that has not been already said, and said well, by Dr. Stiefel in his interesting contributions to the AMERICAN DRUGGIST in the issues of March 11 and March 25.

*Oil of Orange.* By E. J. Parry.—Mr. Parry has discovered traces of methyl anthranilate in ordinary oil of orange. This body is the nitrogenous ester present in the oil from the petals, oil of neroli, and its presence in the ordinary oil shows that while the esters disappear almost entirely during the transformation from flower to fruit, traces of them are still to be found in the fruit oil. The same according to Mr. Parry holds good for linalyl acetate, a constituent both of the neroli oils and (in traces) the orange oils. Mr. Parry has examined the oil obtained from the so-called "orange peas," the connecting link between the neroli and the fruit oil and has isolated traces, but traces only, of methyl anthranilate.

*Alkaloidal Chemistry.*—The editors review recent work in alkaloidal chemistry as described in the *Berichte* in papers by Pictet and Rotschy on the bases of tobacco, Pinner and Kohlhammer on pilocarpine and Vongerichten on thebenidine. Pictet and Rotschy's paper describes the following named active principles of tobacco: Nicotine,  $\text{C}_{10}\text{H}_{11}\text{N}_2$ ; nicotine,  $\text{C}_{10}\text{H}_{12}\text{N}_2$ ; nicotinine,  $\text{C}_{10}\text{H}_{11}\text{N}_2$ ; nicotelline,  $\text{C}_{10}\text{H}_9\text{N}_2$ . Nicotinine is a colorless liquid osomeric with nicotine, soluble in water and all the usual organic solvents. Nicotine is a colorless liquid, differing from nicotine, in that its salts are levorotatory like the base itself, whereas those of nicotine are opposite in sign to the base. Nicotelline crystallizes from water or dilute alcohol in prismatic needles. In the paper on pilocarpine the authors show that when pilocarpic acid is oxidized by permanganate an acid free from nitrogen can be obtained of the formula  $\text{C}_7\text{H}_{10}\text{O}_8$ , which they have named iso-hydrochelidonic acid. Vongerichten's paper gives an account of the reduction product of the base thebenin, which is termed thebenidine. The paper is a contribution to the question of the constitution of the morphine alkaloid.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Dispensing Sodium Glycerophosphate.**—W. B. complains of the difficulty he experiences in manipulating sodium glycerophosphate on account of its semi-solid consistency and its proneness to cake in the bottle. He asks us to suggest some means of handling the salt, so as to make for neatness and convenience in dispensing.

Sodium glycerophosphate being a comparative newcomer to materia medica, physicians frequently prescribe it without being aware of its physical characteristics, and with results eminently destructive of the known sweet temper of pharmacists. We have seen the substance prescribed with powders to be dispensed as powders, in capsules, cachets, or in paper, when it is impracticable to send it out in any of these forms. At the dispensing counter sodium glycerophosphate requires for its proper preservation about the same treatment as that observed with zinc chloride—the contents of the package should be kept as much as possible from contact with air. When a bottle is opened the required amount should be quickly extracted, the stopper replaced and at once hermetically sealed with melted paraffin.

**Stamping Pad Inks.**—F. O. M. C.—Formulas for the type of ink adapted for use with Indiarubber stamps have already appeared in these columns. They consist essentially of a solution of aniline-color in glycerin. The aniline is first dissolved in a small quantity of alcohol and the solution added to the glycerin. The ink is applied to the pad until the latter is saturated. It is never satisfactory to remoisten an old pad, since the material of the pad has usually lost its absorbent qualities and the ink fails to penetrate below the surface. New stamp pads are so cheap, and last so long, that it is better to buy a new one than to attempt to tinker up the old. One of the most satisfactory formulas is the following quoted from Dieterich's *Pharmazeutsches Manual*:

Aniline water-blue, 1B.....	3iil
Distilled water.....	3x
Acetic acid.....	3il
Alcohol.....	3iss
Glycerin to.....	3x

Misce sec. art.

In the same way, and with the same compound menstruum are prepared the following colors:

Violet.—Methyl violet.—3B.....	3il
Red.—Diamond fuchsin 11.....	3il
Green.—Aniline green D.....	3iv
Brown.—Vesuvium B.....	3v
Black.—Deep black E.....	3iil

For bright red omit the acid from the solution, replacing it by water, and for the color use 3iii of eosin BB N.

**Cattle Dehorner.**—P. & Y. ask for a formula for a cattle dehorner. They state they have searched through the files of numerous journals for one, but unavailingly.

Various formulas for preparations of the kind named have figured in Western agricultural journals of late years, but they do not seem to have yet found a place in the pharmacists' formularies, and we are unable to place the article in any of the reference books in our library; nor can we quote the formulas from memory. They are all strongly caustic, and intended for application to the root of the horn, which is gradually softened and destroyed. The caustic application is sometimes applied to the budding horns of the calf as soon as they appear

through the skin, and the growth and development of the horn is in this way arrested.

Some of the substances used are caustic potash, caustic soda, zinc chloride, silver nitrate, London paste (equal parts of caustic soda and quicklime) and Vienna paste (equal parts of caustic potash and quicklime).

Dehorning is not much practiced in the East, and if any of our Western subscribers know anything of the process we should be glad to get particulars.

**Soluble Laundry Blue.**—J. C. S. writes: "Will you kindly name a process for making soluble laundry blue, which can be put up for the trade at a reasonable price? I want to wholesale the article to the country stores in our county, and the counties adjoining."

A good liquid bluing may be made by mixing two parts of the best quality Prussian blue, which is also known as Chinese blue, with one part of oxalic acid. A mixture is produced which may be dissolved in boiling water and which remains in solution on cooling. One-half ounce of this will make a pint of satisfactory liquid blue; and we would suggest putting up the mixed powder in ½-ounce packets (to retail at 5 cents), and labeling it:

### LAUNDRY BLUING—POISON.

Place the contents of this packet in a pint bottle, pour on warm water to fill the bottle and shake until dissolved.

The soluble aniline colors are very satisfactory, although some of them are destroyed by the heat of ironing. The methyl violets are a good deal used in this way, and what is known in the aniline trade as "Blackley" blue is much used for laundry purposes, a one-per-cent. solution being sufficiently strong for use as a liquid blue.

**The Assay of Ores and Study of Minerals.**—J. A. G. asks us to name the best works on the assay of ores, the study of minerals and how and where to find them.

The best books on assaying, mineralogy, etc., are included in the following list, named in order of preference:

"A Text Book of Assaying," by C. and J. J. Beringer, London: Chas. Griffin & Co., Limited, 1897; \$3.25. "Manual of Assaying," by W. L. Brown, Chicago: E. H. Sargent & Co., 1897; \$2.50. "A Manual of Practical Assaying," by H. Van F. Furman, New York: John Wiley & Son, 1897; \$3. "The Assayer's Manual," by Bruno Kerl, translation by W. Brann, Philadelphia: H. C. Baird & Co., 1899; \$3. "The Assayer's Guide," by O. M. Lieber, Philadelphia: H. C. Baird & Co., 1893; \$1.50. "Notes on Assaying," by P. de P. Ricketts and E. H. Miller, New York: John Wiley & Sons, 1897; \$3. "Treatise on Mineralogy," by F. Overman, Philadelphia: P. Blakiston's Son & Co.; \$1. "Practical Handbook for Miners, Metallurgists and Assayers," by Jul. Silversmith, New York: D. Van Nostrand. "Practical Metallurgy and Assaying," by A. H. Hiorns, New York: Macmillan & Co.; \$1.50. "The Explorer's and Assayer's Companion," by J. S. Phillips, San Francisco: Dewey & Co.; \$6. "A Manual of Assaying," by Alfred Stanley Miller, University of Idaho. New York: John Wiley & Sons, 1901. Cloth, \$1. "A Text Book of Important Minerals and

Rocks," by S. E. Tillman, New York: John Wiley & Sons, 1901. Cloth, \$2.

**Foot Powders.**—L. B. C.—The following formulas are taken from "Pharmaceutical Formulas" (P. MacEwan). Of No. I it is remarked that it is as good a preparation and efficient antiseptic as any. A similar powder is used in the German Army. For blistered feet No. II is best. A drop or two of some perfume oil, as bergamot, eucalyptus, or neroli should be added to each ounce of powder.

## I.

Salicylic acid.....3i  
Purified talcum.....3iv  
Mix. . . . .

Zinc oxide 3ss, may be used instead of the acid, but it is not so effectual.

## II.

Salicylic acid.....3i  
Zinc oxide.....3iss  
Starch powder.....3ij  
Mix. . . . .

## III.

Salicylic acid.....3ss  
Boric acid.....3iv  
Violet powder.....3vii  
Eucalyptus oil.....3i  
Mix. . . . .

## IV.

Boric acid.....3i  
Purified talcum.....3ij  
Oil of bergamot.....Mv  
Mix. . . . .

As the best method of using these is to dust the socks with them, the powders should preferably be put up in boxes with perforated tops. It is also useful to put some of the powder in the shoes.

**The Care of Linoleum.**—M. D. C.—To give a clean, bright appearance to a linoleum floor surface, wash it well with warm soapsuds and rinse with clear, warm water until perfectly clean. As soon as the surface is dry apply a coating of equal parts of raw linseed oil and turpentine, using a wide paint brush for the application. It will be found best to apply the mixture of oil and turpentine at night after the store is closed, so as to allow the oil to penetrate to some extent. In the morning any surplus oil is wiped off with old rags. The linoleum should be treated after this fashion once a month or so. The floor should be swept two or three times a day with a soft floor brush, which is preferable to a broom, which is apt to scratch the surface of the linoleum and is, besides, less efficient for removing fine dust. The linoleum should be washed at least once a day with a large sponge clamped in a mop stick. Thus treated, a linoleum floor surface will always look well and wear more durably.

**Dandruff Lotions and Hair Tonics.**—"Subscriber."—A preparation that may be used both as a hair tonic, dandruff wash and shaving lotion has the following composition:

Resorcin .....grains 120  
Salicylic acid.....grains 15  
Menthol .....grains 4  
Thymol .....grains 4  
Oil lavender.....minims 8  
Oil lemon.....minims 10  
Oil neroli.....minims 5  
Castor oil (or glycerin).....fl. dr. 3  
Alcohol, to make.....fl. oz. 8

Dissolve the ingredients in the alcohol in the order named; color pale yellow with tincture of saffron and filter. This can be put up to retail at 50 cents, and appropriately labeled should command a ready sale. Stock

labels for dandruff lotions and hair tonics can be obtained from most any firm of lithographers or label printers selling to the drug trade.

An alternative formula yielding a particularly nice preparation is the following:

Salicylic acid.....3iv  
Alcohol .....Oj  
Oil wintergreen.....Miv  
Oil rose.....Ml  
Oil neroli.....Ml  
Heliotropine .....gr. ij

Dissolve and add:

Glycerin .....3i  
Water .....3viiij

Mix and filter through a wetted filter paper.

The London *Chemist and Druggist* gives the formula of "a natural hair tonic, which stimulates the growth and conserves the color by its subtle influence upon the capillaries surrounding the root-glands," to which it gives the name "Phloridona," as follows:

Tincture of cantharides.....3x  
Essence of cinchona.....3v  
Tincture of capsicum.....3i  
Compound tincture of lavender.....3ij  
Spirit of camphor.....3ij  
Oil of cinnamon bark.....Mxv  
Otto of rose.....Mxv  
Spirit of rosemary (1 in 40).....3xxx  
French rose water.....3xxx

<sup>1</sup> A 1 in 5 alcoholic tincture of yellow cinchona, made by maceration.

Mix in the above order, set aside for a week, shaking daily, and filter.

Directions: Part the hair and sprinkle Phloridona on the parting, rubbing in slightly with a sponge. Go over the whole scalp in this way every second night, afterward brushing gently with a suitable brush.

**Transparent Photographic Printing Paper.**—

A. H. B. asks for a process for making photographic printing paper transparent.

Tracing paper is made by treating a suitable paper with oils, poppy oil being preferred for this purpose, and this is said to make the most transparent paper in use. Photographic printing-out paper is coated with a heavy layer of baryta, to prevent the sensitizing silver solution from penetrating below the surface, and cannot, therefore, be made as transparent as tracing paper.

**A Still for Small Operations.**—C. S. W. D. asks us to name a good still for distilling water on a small scale. He states that he is now using a still of Whittall, Tatum & Co.'s make, which is found eminently satisfactory for the recovery of alcohol and other pharmaceutical operations, but it is not so well adapted for the distillation of water.

The *Pharmaceutical Record*, for March 23, 1893, contains an illustrated article by Frank Edel on the manufacture of pharmaceutical stills, which should be consulted. Among the water stills advertised to the trade, the Sanitary Still manufactured by the Cuprigraph Co., 127 North Green street, Chicago, is regarded with high favor. This still was originally designed for family use, and has the advantage of rapid delivery. John M. Maris & Co., of Philadelphia and New York, advertise a new continuous action still, which is said to be an economical apparatus, rapid in action and capable of distilling large or small quantities of fluid with equal facility.

**Information Wanted.**—P. C. wants the address of the manufacturer of the "Bee" Nurser.



## CORRESPONDENCE.

## Lloyd's "Art of Recreating" Appreciated.

To the Editor of the AMERICAN DRUGGIST:

Sir,—Professor Lloyd's paper on "The Art of Recreating" in your issue of April 8 is a recreation—and a revelation.

My preceptor must have had the same ideas on the subject as Professor Lloyd. Please bear in mind that in my apprentice days we had no afternoons or evenings off; we roomed where we worked, and worked from the time we awoke in the morning till the hour we went to bed at night. When I began my term of apprenticeship, my good, noble preceptor handed me a very funny book called *The Job-siade*, and said: "Read this in the evening for a change of thought." Later on he put Liebig's *Chemische Briefe* into my hands, later Dulk's Commentary—and so on. I have kept up this line of mental recreation, and now no matter at what hour I reach home from work, I never retire for the night without picking up a classic, an essay, or a work of fiction like "Stringtown on the Pike," or Lew Wallace's "Fair God," or something by Artemus Ward, just for a mental change from the daily lines of the newspapers or daily work—for you have to do a pile of lying in your daily work to get even with the pile of lies that confront you every day—under proper mental reservation, of course.

I never fully appreciated my preceptor's reasons for breaking me in in this way, and I never quite understood why I have always followed his teaching until I read Professor Lloyd on the philosophy of recreation. My thanks to the author and to the editors of the AMERICAN DRUGGIST for the recreation, the revelation and the treat. It will be my treat next, if I meet both of you again, which I hope will be in the near future.

Yours very truly,

W. BODEMANN.

Chicago, April 11, 1901.

## Talk of Petrolatum in Cold Cream is "Futile Piffle."

To the Editor of the AMERICAN DRUGGIST:

Sir,—Regarding Mr. Alpers' suggestion of the use of petrolatum, or petrolatum oils, in cold cream, as "Hospital Apothecary" says, there is nothing new or novel about it—more's the pity—as a reference to cold cream formulas in the various books of formulas published the past decade or so will prove.

But, by Galen I let no man who calls himself a pharmacist be guilty of putting out this bastard preparation, containing mineral oils, under the classic title of cold cream. Let the maker call it skin cream, chap cream, petrolatum cream or any other name that may appeal to him. Cold cream—the Unguentum Aqua Rosæ of the Pharmacopœia—is one of the ancient landmarks of pharmacy, the pharmacopœial article being practically the same in composition as when prepared by Galen himself some eighteen or more centuries ago, consisting of a mixture of a bland vegetable oil, wax, water and perfume.

To this day it is known to English pharmacists as *Ceratum Galeni*, and the shop container is usually so labeled.

No other reason for the use of petrolatum can exist than that of cheapness; its use means, of course, less cost of material, less labor in making and less loss from deterioration. As a further cheapener of the preparation the water is often omitted, less wax is used, and the product is simply a soft ointment that lacks every physical and therapeutic property of true cold cream.

Petrolatum is a useful article, but it most positively

has no place in this preparation. It is a protective not a skin softener or skin food. Impervious and inert, it does not allay inflammation of the cuticle, nor is it absorbed by the sebaceous glands. Is heating to the skin, not cooling. "Unguentum refrigerans," one of the old names for cold cream, would be a misnomer for a petrolatum cream; "unguentum calorans" would be a more fitting name for such. Most skin specialists aver that petrolatum applied to the face induces a growth of hair thereon, and warn their lady patients against the use of preparations containing it. I do not vouch for the truth of this, but we all know that the stuff has considerable reputation as a hair restorer.

It is suggestions like this of Mr. Alpers' that are liable to lead pharmacy a step backward, instead of forward. The watchword of the true pharmacist should always be "how good," never "how cheap." All this cheap talk, of wood alcohol in our tinctures, vinegar in our fluid extracts, and petrolatum in our cold cream, is futile piffle. The quicker it is dropped the better for pharmacy.

W. A. DAWSON.

Hempstead, N. Y., April 15.

## REVIEWS OF BOOKS.

**KING'S AMERICAN DISPENSATORY.** New edition. Entirely rewritten and enlarged, by Harvey W. Felter, M.D., Adjunct Professor of Chemistry in the Eclectic Medical Institute, Cincinnati, Ohio, and John Uri Lloyd, Ph.M., Professor of Chemistry and Pharmacy in the Eclectic Medical Institute, Cincinnati, Ohio. Two volume edition, royal octavo, containing together 2284 pages, including complete indices. Cloth, \$4.50 per volume. Sheep, \$5.00 per volume. Cincinnati: The Ohio Valley Company, Publishers.

This constitutes the eighteenth edition of King's "American Dispensatory," and is the third revision of the work. In this edition the book has been completely rewritten, and contains an immense mass of valuable information, much of which is, of course, duplicated in the United States and National dispensaries, but a considerable portion of which either does not appear at all or appears in a much condensed form in the dispensaries of the regular schools. Aside from the very considerable number of physicians who are pronounced adherents of the eclectic school of medicine, in which this volume is the acknowledged authority on materia medica, there are a very considerable number of regular practitioners who have come under the influence of this school to a limited extent in so far as their preference for the vegetable drugs is concerned, and for this reason this dispensatory should find a place in every good pharmacy. The fact that the two volumes contain upward of 2,000 pages, and nearly 300 illustrations, gives some indication of the immense labor involved in collating the necessary matter, sifting out the essential points and putting them into the proper form. This revised edition reflects great credit upon the joint editors, one of whom, Professor Lloyd, is already well and most favorably known to pharmacists all over the United States, and who is a frequent contributor to the columns of the AMERICAN DRUGGIST.

**EXPERIMENTAL PHYSICS.** By Eugene Lommel, author of "The Nature of Light." Translated from the German by G. W. Meyers, of Urbana, Ill., U. S. A. With 340 figures in the text. London: Kegan Paul, Trench, Trubner & Co., Ltd. Philadelphia: J. B. Lippincott Company, 1900.

This most excellent work is based upon the lectures on experimental physics delivered by Professor von Lommel at the University of Munich. The main portion of the work is printed in large type, and concerns itself wholly with the experimental aspects of the study. This is supplemented, however, with copious explanatory passages in smaller type, in which are set forth the theoretical

considerations involved in the various experiments described. As pointed out by the translator this arrangement renders the volume available for pupils in the high schools, for whom the large text alone will suffice, and when this is supplemented by the matter contained in the small type the volume will answer admirably for use in colleges and schools of science. The work is a valuable addition to our list of text-books, as it sets forth most clearly and intelligibly the laws of physics and their application.

**A PRACTICAL TREATISE ON MATERIA MEDICA AND THERAPEUTICS.** With especial reference to the clinical application of drugs (Students' Edition). By John V. Shoemaker, M.D., LL.D., Professor of Materia Medica, Pharmacology, Therapeutics and Clinical Medicine, and Clinical Professor of Diseases of the Skin in the Medico-Chirurgical College of Philadelphia; Physician to the Medico-Chirurgical Hospital; Member of the American Medical Association of the Pennsylvania and Minnesota State Medical Societies, the American Academy of Medicine, the British Medical Association; Fellow of the Medical Society of London, etc. Fifth Edition. Thoroughly Revised. Philadelphia, New York, Chicago: F. A. Davis Company, Publishers, 1900 [\$4].

The favorable opinion formed of previous editions of this well known text book is enhanced by the appearance of the present fifth edition, which has been brought fully abreast of recent work connected with the drugs and preparations official in the Pharmacopœia of the United States and Great Britain. The limitation is to be noted. As stated in the preface the experience of the author in the classroom has led him to make a change in the scope of the fifth edition. The work is now published in two separate parts, one the present, known as the Students' Edition, and the other as the Physicians' Edition. In the Students' Edition nothing is included beyond the description of the drugs and preparations official in the two Pharmacopœias named above, together with some of their chemical modifications. As an example, however, of its completeness it may be mentioned that under *Acidum Arsenosum* we find a very full account of the comparatively new remedy, cacodylic acid, in which reference is made to the literature of the subject dating back as recently as 1899. In this particular, modernness and completeness, Shoemaker's work occupies a somewhat unique place among text books, and to this is due in great measure its popularity among students of materia medica and pharmacology particularly. We have on other occasions referred to the usefulness of the very convenient index which accompanies the work. The index is divided into two parts—general and clinical. The first refers to the drugs and chemicals described in the work under their proper names, while the second consists of an index to diseases, symptoms, etc., referred to in the descriptions of the remedial agents. The posological features of the work will be appreciated by both the student and the practitioner, since the doses in the text are given in the metric system together with their equivalents in the apothecary's system of weights and measures. The paper, typographical work and binding are of the high standard of excellence characteristic of the publishers.

#### **Pamphlets, Etc., Received.**

An *Ephemeris of Materia Medica, Pharmacy, Therapeutics and Collateral Information*. Vol. VI, No. 8. January, 1901. Brooklyn, N. Y.: E. R. Squibb & Sons.

This number of *Ephemeris* consists of a paper embodying brief comments on the materia medica, pharmacy and therapeutics of the year ending July 1, 1900, by E. H. Squibb, M.D., and read by title at the seventeenth annual meeting of the New York State Medical Association on October 18, 1900.

## **BUSINESS BUILDING.**

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### **WHAT SELLS GOODS?**

THE merchant who sells goods and buys goods can get many a pointer on methods of selling by noting what influences him in his own buying.

The essential principle of good salesmanship on the road, in the store, or in printed appeals to the public is practically the same. It consists of a forcible presentation of the reasons which exist for the purchase or use of the goods.

The traveling men who visit you display their individuality in many ways and have different methods of approach, but they sell no goods until they get down to business and present facts and arguments. They may "jolly" or tell stories while they are feeling for your blind side, but these things are dropped when time for actual selling comes.

The best traveling salesman is quite apt to be the one who employs very little artifice in getting hold of you. He is thoroughly posted upon his line, he has every detail of his business at his finger ends, he interests you by the interesting things he can tell about his goods, and by the logical argument which he can oppose to any objection. But no matter what his preliminaries are, he gets down to sober business before he sells any goods. If he stopped in the midst of an explanation to tell a story, if he laughed or chuckled in giving a quotation, he would hardly get your order. Nor would he have any chance if he thought the whole thing in selling goods was "getting attention." He could get your attention by standing on his head or turning a few cart wheels in the store. He might hold your attention, very briefly, by exhibiting his individual smartness or talent in some respect, but the more attention of this sort he attracted the less would be his chance of selling goods. The methods of this mythical, acrobatic salesman are largely followed by those who are trying to sell goods through advertising. About fifty per cent. of retail advertising shows some trace of the idea that in advertising something smart, startling or original must be done. People are eternally trying to catch the eye of the reader or to tickle their own vanity, when the thing that counts always is to catch the mind of the reader. This is only done by sober sense, by truthful presentation of one's goods, and by sound arguments as to the desirability of the articles mentioned.

A strong, concise heading that will, if possible, tell what is talked of below, is all that is ever necessary to arrest attention. What follows the heading can wisely be the plain facts about the goods. Some writers are skillful enough to strengthen their argument by the introduction of a little philosophy or some effective illustration, but these are few. The average man will do best to get down.

to pure business at the start and stay there. The moment any merchant recognizes this principle and applies it he becomes an expert ad writer.

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#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Karl O. Cyrus, Bridgeport, Conn.*

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#### CRITICISM AND COMMENT.

##### EDITOR BUSINESS BUILDING:

Inclosed find four ads which enter in competition. These ads always appear in the same place in the paper and are surrounded on three sides by reading matter and on the remaining side by margin of paper. I use a white margin about the ads instead of a border, as in the position they occupy I think this gives them a cleaner appearance. I have been told that the paper in which I advertise was subscribed for at many points outside the State, and I have in part catered to mail order trade. The result has been very satisfactory. Have received orders from as far West as San Francisco. Locally the result has also been very satisfactory.

Karl O. Cyrus.

Bridgeport, Conn.

These ads are all good, and they are just the kind that any merchant who tries can write. The headings are strong, they apply to the subject, and the ad proper gives

indicated by its success. Special sales that go are usually a good thing. For this new store, with its new stock of wall paper, the special sale method is apt to arrest public attention and bring people in better than any other plan. It is well to watch in these cases and note whether any dissatisfaction is expressed by those who came later, and are required to pay regular prices. If everybody seems satisfied the method can be further employed on other things as well as wall paper.

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##### EDITOR BUSINESS BUILDING:

I send you by to-day's mail copy of ad which has brought me more returns than any I ever used. I want to thank you for the fable, as it was on one of your cards.

CHAS. HARLOW.

Washington C. H., Ohio.

Mr. Harlow's ad was like Mulcahey's baby, there was two of it. In his usual space he had a display ad as follows:

Don't think you have all the news in the paper to-day unless you read

"A PURSE OF GOLD."

Among the reading matter, set as a news item, appeared the following:

A PURSE OF GOLD.

At school we read the fable of the man who, wondering how it would seem to be blind, closed his

## A Corn

no matter how old, sore and painful, is quickly cured by The Cyrus Corn Cure. This remedy is the only one that does the work right and does not make the foot sore. We have sold thousands of boxes and our customers have recommended it to their friends everywhere. Our orders for Cyrus' Corn Cure come from every State in the Union. Don't suffer any longer; it only costs ten cents to get relief.

### THE CYRUS PHARMACY,

415 Fairfield Ave.

Near Cortland St.

One of the Prize Advertisements.

## Old Corns

may not cause you any trouble just now, but sooner or later they will. Whenever the weather changes the corns will ache, and you will regret that you did not get rid of them before.

#### CYRUS' CORN CURE

never fails to give relief and rid you of the corns. We, absolutely guarantee this remedy and refer you to thousands of our citizens that have used the Cyrus Corn Cure and recommend it to their friends, all over the country. Price only 10 cents. Isn't it worth a trial?

### THE CYRUS PHARMACY,

415 Fairfield Ave.

Near Cortland St.

One of the Prize Advertisements.

## Blood Poison from Cutting Corns.

William T. Gray, constable of the First Ward, died at his home on Lincoln street, on Saturday evening about nine o'clock. The deceased has been suffering from gangrene since last October, the result of cutting a sore corn. The above is taken from the Milton *Evening Standard*, February 18. The practice of cutting the corns is indeed a very bad one, and the risk a person takes is not realized until perhaps too late. A far better way to get rid of the corn is to use the Cyrus Corn Cure. This remedy is perfectly harmless, gives relief at once and cures the corn in three days. It is recommended by many of the most prominent citizens of Bridgeport and every box is guaranteed to cure the corn. Price, 10 cents. For sale at the Cyrus Pharmacy, 415 Fairfield avenue, near Courtland street.

One of the Prize Advertisements.

the necessary information. The simple heading of "A Corn" is far better than anything that is apt to be evolved by labored effort; better, for instance, than the headings of two other corn cure ads which I have before me. One of these is, "It makes you mad," the other, "Great aches from little ache-corns." Mr. Cyrus uses reading notices in addition to display ads. One of these is reproduced.

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#### SUCCESSFUL SPECIAL SALE.

##### EDITOR BUSINESS BUILDING:

We inclose a card we got out to start our wall paper. We are in a new country town, very small, no newspaper.

This was a winner for us so early in the season (March 15, 16 and 18). It sold 946 rolls in the three days. We are going to try it again some time in April. Would like your judgment on it.

IRWIN'S PHARMACY.

Kulierim, Iowa.

The card was a well written wall paper advertisement, which called attention to the high character of the stock carried, to the fact that all paper sold was in double rolls, that all paper was plainly marked, and that the cut price appeared below the regular one in red.

The right estimate of the worth of the plan is probably

eyes as he walked along, and thus passed a purse of gold, which was picked up by the next passer-by.

The purse was called "opportunity."

The moral is obvious. Here is an opportunity which is offered you to-day.

A Cottage Barometer or storm glass and thermometer free to every one who buys a twenty-five cent bottle of Charles Harlow's Cough Balsam.

If our cough cure had a fancy name, and cost \$100,000 a year to advertise, it would be a dollar a bottle.

When you use it once you will believe in it, too. It is a specialty of ours—contains no morphine; safe to give to children.

We want to place a bottle in 200 homes on the thermometer offer.

Owing to the expense of these cottage barometers, this opportunity is limited to 200 acceptances.

The plan of springing this offering was first-class; it is doubtful if any reader of the paper overlooked it. The pulling power of the ad was, of course, largely due to the attractiveness of the premium; such an ad is certain to bring results, but I have no doubt that Mr. Harlow got, as a result of this method, much publicity that did not show in the direct returns.

## AMERICAN CHEMICAL ASSOCIATION'S QUARTO-CENTENNIAL.

The American Chemical Society Celebrates the Twenty-fifth Anniversary of Its Foundation—Prominent Chemists Participate—Achievements of the Society—The Progress of Chemical Science During the Past Twenty-five Years—Celebration Closes with a Banquet at the Hotel Savoy.

The quarter centenary of chemical organization in the United States was celebrated by the American Chemical Society on April 12 and 13 by a gathering of prominent chemists from all parts of the country, who participated in the presentation of the history and achievements of the society, its present scope of work and influence and a general review of the progress of chemical science in the United States during the past twenty-five years. Besides a general session of the society and the reading of papers on the subjects referred to, the programme included visits and excursions to a number of chemical factories, metallurgical and smelting plants, oil works, etc., and the exercises were brought to a close on Saturday evening by a subscription banquet at the Hotel Savoy, at which toasts were responded to by prominent chemists, among others Prof. Ira Remsen, Prof. F. W. Clarke, Prof. J. W. Mallet, Chancellor MacCracken, of New York University, Prof. E. W. Morley, Prof. C. F. Chandler, Prof. W. P. Mason, Dr. Wm. J. Schieffelin, Dr. H. W. Wiley, Dr. William McMurtrie, and J. J. R. Croes, president of the Society of Civil Engineers. Prof. C. A. Doremus, the chairman of the New York section, happily discharged the pleasing duties of toastmaster at the banquet, which was largely attended, and was a complete and most gratifying success from every standpoint.

The rooms of the Chemists' Club, 108 West Fifty-fifth street, were the headquarters for the anniversary celebration, and luncheon was served there to the visiting members on the opening day of the sessions.

### A GENERAL MEETING OF THE SOCIETY.

The exercises opened with a general meeting of the society, the twenty-third since its organization. After welcoming speeches by the chairman of the New York Local Section, Prof. C. A. Doremus, and the president of the Chemists' Club, T. J. Parker, and acknowledgments by F. W. Clarke, the president of the society, in the course of which he reviewed the history of the organization, the regular business of the session was taken up. Albert C. Hale, secretary, read the minutes of the previous meeting by title only, as they had already appeared in full in the Journal of the society. A number of letters and telegrams from invited guests and the officers of various scientific societies were read, among these being regrets for inability to attend from such distinguished chemists as Professor James Dewar, of London; M. Berthelot, of Paris; Sir Henry E. Roscoe, Sir William Crookes, and Prof. William Ramsay, of London; Prof. George Lunge, of Zurich; Prof. Adolph von Baeyer, of Munich, and Prof. Emil Fischer, of Berlin. A telegram of congratulation from the Chicago section of the society was also read. The programme of papers was then taken up, the following being announced: "Chemical Societies of the Nineteenth Century," H. Carrington Bolton; "Historical Sketch of the American Chemical Society," Albert C. Hale; "Organization and Development of the Chemical Section of the American Association for the Advancement of Science," Marcus Benjamin; "Progress in Organic Chemistry During the Past Twenty-five Years," W. A. Noyes; "Progress in Opportunities for Advanced Inorganic Work," L. M. Dennis; "Aims and Opportunities Offered in Physical Chemistry in America," Louis Kahlenberg; "Improved Teaching in Technical Chemistry, and Results Accomplished by the Application of Chemistry to the Arts, in America. Since the Founding of the American Chemical Society," Chas. E. Munroe; "Progress of Teaching Chemistry in the Schools Since the Founding of the American Chemical Society," Rufus P. Williams; "Report of the Work of the Census Committee," Charles Baskerville, Chairman.

### STATISTICS OF CHEMICAL ORGANIZATIONS.

Dr. Bolton's paper was largely statistical in character, and enumerated the chemical societies now in existence throughout the world. The progress of chemistry was indicated by the formation of these societies, and it was significant to the author that chemical societies were in operation in America before they existed in England. The first chemical society in the United States was founded in 1772. The number of chemical societies in various civilized countries was stated as fol-

lows: Austria, 7; Belgium, 3; France, 10; Germany, 10; Great Britain, 9; Italy, 4; Japan, 2; Russia, 1; Switzerland, 2; South Africa, 1; United States, 1; Victoria, 1. Dr. Bolton's paper was praised highly by President Clarke, who said it was a most thorough and complete piece of work. The paper by Secretary Hale was read in abstract only. In it he described the formation of the American Chemical Society as the outgrowth of a meeting of American chemists held in Northumberland, Pa., August 1, 1874, to celebrate the centennial of the discovery of oxygen by Sir Joseph Priestley. The idea of forming a permanent society did not take definite form till two years later, in 1876. In the early part of that year the society was organized, and in 1877 it was incorporated under the laws of the State of New York. The actual paid up membership of the society was now 1,809; 32 nominees were awaiting election, 30 candidates had been declared elected, but had not qualified up to the time the report was presented, making in all a total membership of 1,931. Dr. Hale's paper was received with marked evidences of favor, and declared a noteworthy contribution to the history of chemical science in America. All of the other papers and reports, with the exception of that presented by the chairman of the Census Committee, were read by title and referred for publication. Dr. Baskerville's paper gave statistics of the development of chemical education, and reviewed in outline the progress of chemical science. As indicating the increasing popularity of chemistry, he instanced the success of novels dealing with chemical problems, and mentioned the large sales of "Stringtown on the Pike," Professor Lloyd's successful novel of Kentucky life.

### FOREIGN CHEMISTS HONORED.

Routine business of the society was taken up after the reading of papers, and President Clarke called for the election of honorary members. Secretary Hale announced the names selected by the council for this honor, and gave a detailed account of the method of selection usually followed by the council. The names were then presented to the Society, and election followed. The chemists thus honored are:

Prof. Wm. Ramsay, University College, London.

Prof. Emil Fischer, Berlin.

Prof. Geo. Lunge, Zurich.

Prof. Adolph von Baeyer, Munich.

Sir Henry E. Roscoe, vice-chancellor of the University of London.

This concluded the business of the afternoon session, and at 4.30 p. m., after various announcements by the Committee on Excursions, the meeting was adjourned until 8.30 p. m.

The programme for the evening session provided for the reading of two papers, "The Dignity of Chemistry," by H. W. Wiley, chief of the Division of Chemistry, Department of Agriculture, Washington, and the "Formation of the American Chemical Society," by Prof. C. F. Chandler.

Dr. Wiley was introduced by President Clarke in a few brief but well chosen sentences, which expressed at once the popularity and the universality of his acquaintance in the chemical world. The dominant note in Dr. Wiley's address might be expressed in the words of the old Scotch dominie, who prayed the Lord to give him a gude conceit o' himself. Labor of any kind had its dignity, he said, and instead of being a curse, was the greatest blessing that was ever given to man. Dr. Wiley cited examples of great men who had labored with their hands, naming Tolstol as one of the greatest of living novelists, who earned his living from the soil. Peter the Great was a carpenter, and is said to have done much of the work in building the old palace at Petersburg. Louis XVI was a locksmith; Washington was a farmer; Lincoln, a rail-splitter; Grant, a tanner; Garfield, a canal boy. Dr. Wiley continued: "The hands were made for toil as much as for fighting, and sweat is the most efficacious of all detergents. In derision, on one occasion, the Romans made Cato commissioner of sewers, but he discharged the duties of his menial office with such industry and benefit to the city that thereafter to be made commissioner of sewers was considered a distinguished honor."

Dr. Wiley is frequently importuned by young men for advice in regard to the choice of a profession. He said: "They come often with a strong inclination to chemistry, and want to know what I think of the prospects for success. If they have already studied chemistry I invariably ask: 'Have you a taste for chemistry?' 'Do you love chemical studies?' If they do not know, or if the answers are indefinite or evasive, my advice is always, stay out! But especially is this so if they propose to study chemistry as a profession because it is an easy road to wealth. Alas! the paths of chemistry seldom lead to Easy street. True it is, you rarely see the chemist begging for bread. Perhaps he knows too well of what it is composed. The chemist tramp, too, is a kind of *rara avis in terris cygno similis nigris*. The chemist may be able to change phosphorus into arsenic by oxidizing it in presence

of ammonia, but even so distinguished a man as Carey Lea could only make silver yellow, and further than this scientific transmutations have not extended."

Dr. Wiley said it must be admitted that whatever of dignity was due the profession of chemistry was not attributable to its tendency to wealth.

Of the relations of chemists to each other when called upon to give expert testimony in the courts, Dr. Wiley had the following to say:

"Perhaps the bitterest criticism to which the chemist has been subjected has grown out of his services as expert before the courts. Here we often have the spectacle of two men, under oath, one in affirmation, one in negation. It is only natural that the expert should favor his client, but that favor should never go so far as to impugn the truth. When there is room for disagreement I can see no impropriety in the chemist supporting with all his ability the side that employs him. He is not hired to discuss the whole problem in all its aspects, but to develop those points which make for the benefit of his employer. Whatever of viciousness may attach to expert evidence is the fault of the system rather than that of the witness. The chemist is undoubtedly right in making out the best case possible for his client, provided he distorts no facts."

The extent to which chemists should devote their attention to the political affairs of the city or community was touched upon. Dr. Wiley believed that chemists were too prone to regard politics as a profession beneath the dignity of a scientific man. But there were two kinds of politics—the true and the false. The first mentioned was the most useful and most honorable of professions. The trouble with politics in the United States is that it is too much of a profession. In other words, it often sinks to a mere source of revenue or of sole revenue. He instanced the good that would result if men who had reached success and competence in other professions, without abandoning these in their maturer years, could devote a portion of their time to the public good. In Europe this is commonly the case, and the speaker cited the names of scientific men who have become celebrated also as leaders in public life. He said: "In Germany we recall the name of Virchow, who for more than thirty years has been a member of the national legislature, and Mommsen, the great historian, who has taken an active part in politics. In Italy, one of the honorary members of the society, Cannizzaro, is a Senator and Vice-President of the Senate. In France, Berthelot is a life Senator, and has been Minister of Foreign Affairs. In our own country only one member of the Chemical Society has ever become a member of the national legislature, and this, as Dr. Wiley wittily observed, was due to a fortuitous combination of most incompatible elements—namely, a union of democracy and prohibition. In bringing his address to a close, Dr. Wiley said: "I think we should all strive to discourage this sentiment, which is so profound, that politics is a dirty pool, and that men of science should keep out of it. When you have reached competence and distinction in your profession what better service to which to apply your leisure hours than the study of the public weal? There are so many ways in which science can be utilized in political and civic affairs."

Dr. Chandler was then introduced and delivered an extemporaneous address on the formation of the American Chemical Society. This subject had been touched upon in several of the papers already presented, and Dr. Hale, the secretary of the association, was almost exhaustive in his treatment of it; so much so, indeed, as to provoke Professor Chandler into saying, as he faced his audience, "My address was delivered this afternoon by Dr. Hale." Professor Chandler gave, however, a number of interesting personal reminiscences of the formation of the society, which, as already mentioned, was an outgrowth of the centennial of chemistry celebration held in Northumberland, Pa., at the former home of Sir Joseph Priestley in 1874. Professor Chandler attended that celebration, and was one of the prime movers in the organization of the society, which was now celebrating its quarter centenary. He referred to the passing away of many of the charter members and past presidents, and read a note which he had just received from Dr. Fred. Hoffmann, formerly editor of the "Pharmaceutische Rundschau," of New York, and now of Berlin, who participated with Dr. Chandler in the Priestley celebration, and was a charter member of the society. Dr. Hoffmann expressed to the society his cordial congratulations, both upon the success it had attained and on the fostering influence it had exerted upon the development and advancement of chemical science and industry in the United States during the last quarter of the nineteenth century.

Professor Chandler then said a word or two for the Chemists' Club, and outlined the plans which were in contempla-

tion to increase its value to the chemists of the country. He said it was proposed for one thing, to form a duplicate library of chemical books; one for reference and one for circulation. A chemist or two would be kept on tap, too, and paid salaries to give information on chemical topics to members making application. A committee was already at work making selections of books and abstracts of papers and translations, and the club was prepared to supply needed information on recent work of chemical investigators along any of the various lines of pure and applied chemistry.

After announcements of the programme of visits and excursions for the following day, and the adoption of votes of thanks to the New York Section and other hosts, proposed by Professor Morley, of Cleveland, the twenty-third general meeting was adjourned.

It should be stated that two general meetings of the society are held each year in different localities. The winter meeting of 1900 was held in Chicago last December. The society will hold its next meeting in Denver on August 28, 1901.

The officers of the society are: President, F. W. Clarke, chief chemist United States Geological Survey; vice-presidents, the presiding officers of the various sections; secretary, Albert C. Hale, Brooklyn, N. Y.; treasurer, Albert P. Hallock, New York; editor, Edward Hart, Easton, Pa.; librarian, Edward G. Love, New York. The officers of the New York local section are: Chairman, Prof. C. A. Doremus, College of the City of New York; vice-chairman, Prof. M. T. Bogert, Columbia University; secretary and treasurer, Dr. Durand Woodman.

The celebration was brought to a close on Saturday evening, April 13, by a subscription banquet at the Hotel Savoy, Fifth avenue and Fifty-ninth street. Covers were laid for 125 members and guests, and nearly every seat was occupied. After discussing a menu of unusual excellence, one that made even Dr. Wiley, who was down for a talk on "Good Food," declare "My speech has been made by the chef of the Savoy Hotel," the following toasts were responded to: "Prologue," C. A. Doremus; "The American Chemical Society," President F. W. Clarke; "What we Celebrate," Wm. McMurtrie; "Our Foreign Relations," J. W. Mallet; "Our Allies," J. James R. Croes; "Our Higher Education," Chancellor MacCracken; "Our Advance Guard," A Silent Toast; "American Chemical Research," E. W. Morley; "Repair Shop Supplies," Wm. J. Schieffelin; "The National Academy as a Promoter of Research," Ira Remsen; "Our Chemical Industries," C. F. Chandler; "Good Food," H. W. Wiley; "Good Drink," Wm. P. Mason.

### The Nebraska Association.

The Nebraska Pharmaceutical Association will meet in Lincoln on May 7, 8 and 9. A large attendance is expected. A joint session will be held with the Nebraska Medical Society, at which time Henry R. Gering, of Plattsmouth, will speak in behalf of the pharmacists, and Dr. Lavender, of Omaha, in behalf of the Medical Society. On Tuesday evening President Buchheit, of Grand Island, will deliver the annual address. Wednesday morning will be devoted to a business session. On Wednesday afternoon Prof. Oscar Oldberg, of Chicago, will address the association. On Wednesday evening a banquet will be given at the Lindell Hotel. Thursday morning will be devoted to a business session, followed by the election of officers for the ensuing year. On Thursday afternoon the joint session of pharmacists and physicians will occur, and in the evening a dance and smoker will be given the pharmacists by the Lincoln druggists. A reduced rate has been made by the railroads. The local secretary is H. H. Borth.

### The Indiana Meeting.

The twentieth annual meeting of the Indiana Pharmaceutical Association will be held at Muncie on June 5 to 7. An elaborate programme is being prepared, and extensive arrangements have been made for the accommodation and entertainment of the large number of visiting druggists expected to attend. The officers of the association are: President, F. W. Mellesner, Laporte; secretary, A. Timberlake, Indianapolis, and treasurer, F. H. Carter, Indianapolis. Representatives of the N. A. R. D. will be present and give all the latest information concerning the work of the association, and also concerning the work of organization in Indiana and adjoining States.

The Texas State Pharmaceutical Association will convene in annual session in Sherman, Texas, on Tuesday, Wednesday and Thursday, May 14, 15, and 16, 1901.



## VIOLATIONS OF THE TRIPARTITE AGREEMENT.

**President Anderson on the Situation—Interesting Developments Expected Soon—Brooklyn Druggists Worked Up Over a Health Department Order—The Law Governing the Sale of Poisons.**

President William C. Anderson, of the National Association of Retail Druggists, addressed the members of the Kings County Pharmaceutical Society at the usual monthly meeting, April 9, on the operation of the N. A. R. D. plan in Greater New York, and made some sensational statements regarding alleged violations of the tripartite agreement by certain wholesalers and proprietary firms whose names, he said, he was not yet prepared to give out, intimating that the information in his possession was of so disagreeable a nature as to oblige him to withhold particulars till a later date. Discoveries of violations by wholesalers of the agreement with the retailers had, he said, been made, but the condition of affairs was such that he was not in a position to name expressly the wholesalers in question, and so enable the members to take appropriate action. This was the gist of the statement made by President Anderson, and, of course, it has interest for others besides the members of the local association whom he addressed, being a matter of importance to all who are interested in the suppression of cutting.

Another matter coming before the meeting which engaged the attention of the members by its special local importance was a new ruling of the Brooklyn Health Department as to the payment of telephone charges in connection with the operation of culture stations in drug stores by the Department and the collection of culture tubes. It has been the custom of the Department of Health to telephone inquiries to druggists each day regarding tubes to be called for, the expense incidental thereto being borne by the Department. It is, however, now proposed to compel the druggist to telephone the Department at his own expense, and the sentiment of the Kings County Pharmaceutical Society, as expressed at this meeting, was to give up the stations entirely and refuse to handle the tubes unless the Department revoke its ruling and show a disposition to treat the druggists fairly in the matter.

[Since the above was written information has been received that the Health Department has receded from the position first taken and has agreed to send a messenger, at a specified hour daily, to the main culture stations for the collection of tubes, as is done in Manhattan.—Ed.]

### THE PROCEEDINGS.

The meeting was called for 2.30 p.m., but it was nearly 3 o'clock before President Oscar O. Kleine, Jr., rapped for order and called for the reading of the minutes of the previous meeting. After this formality applications for membership were received from the following:

Charles Z. Langer, Jeremiah F. Twonery, Herman N. Schekman, James H. Slaterry, Stephen Schmidt, Alfred Schletter, Thomas E. Fagan, James Krieg, Jr., Jacob M. J. Sarr, Charles Henningheim and Geo. Hoffman.

The Committee on Investigation reported favorably on the following applications for membership presented at the March meeting:

### MEMBERS ELECTED.

Emil C. Krancke, 263 Wyckoff avenue; Louis Thurn, 1316 Bushwick avenue; Paul F. Wellenberger, 411 South Fourth street; Arthur Bragg, 1387 Broadway; Andrew Myhr, 534 Henry street; S. I. Vanderbeek, Islip, N. Y.; C. F. de Vries, Sayville, L. I.; and Frank W. Race, Islip, N. Y.

### END OF THE "MILITARY PHARMACIST."

Balloting was proceeded with and the members named were elected. Reports of committees being called for, Thomas J. France made a verbal statement for the Legislative Committee. He said that a message had been received from Albany announcing the death of the Costello bill, which bill was explained by Mr. France to be an act authorizing the State Board of Pharmacy to issue a license of the grade of "licensed

pharmacist" to an individual living in the village of Pulaski, Orange County, without the formality of an examination. The speaker gave it as his opinion that other measures now before the Legislature would be disposed of in an equally satisfactory manner to the associations opposing them, and he specifically named Assemblyman Dr. Nelson H. Henry's bill abolishing the office of military pharmacist by repealing the act of last year which created it. But Mr. France was seemingly unaware of the fact that Governor Odell, in Albany, was at that very moment informing a delegation of pharmacists that he would sign the bill abolishing the office and depriving pharmacists of the rank conferred on them through Governor Roosevelt. [The bill was signed by Governor Odell on April 11.—Ed.]

### VIOLATIONS OF THE TRIPARTITE AGREEMENT.

President Anderson was then asked to report in behalf of the committee of the N. A. R. D. plan. He said:

"The committee on the N. A. R. D. plan expected that there would be some trouble in putting it into effect, and this trouble has materialized. The committee has, however, been able to determine what features of the plan were preventing its universal adoption. It is positively known that some of its provisions are being trifled with, and we would like to be able to name certain wholesalers who have helped cutters to obtain supplies; but the information in our possession, unfortunately, does not warrant us in naming those wholesalers who have violated their agreement with the retailers. The work has, however, progressed to a point where definite action can be taken and the strength of the plan can be fully tested. Heretofore we have been confining our attention to the wholesaler. We are now watching the proprietors. If the proprietor is faithful to the plan and true to the retailers' interest, the jobber must necessarily be so too. Just at present we are taking the position that both the proprietor and the jobber are faithful; neither has been yet tested. But," significantly concluded President Anderson, "the test is about to be made and we may look in a day or so for some active work and interesting developments."

### ENTHUSIASM WANING

Judging from the reports of officers and members of various local organizations, who addressed the meeting on the invitation of President Kleine, the enthusiasm and ardor which characterized the formation of these bodies have greatly abated during the past few weeks. While firm in their determination to still support the Executive Committee of the N. A. R. D. in any course of action that it might see fit to take, the retail trade was getting impatient for results, and H. J. Kempf, of the Williamsburg Association, said he for one was present to get the names of the wholesalers and proprietors who had violated their agreements. His association, he said, was looking for some jobber of whom to make an example.

The report of the treasurer was then submitted, showing a balance in the treasury of the association of \$173.70, and funds in the treasury of the college to the amount of \$5,482.06.

### TO AMEND THE PHARMACY LAW.

Secretary Tuthill read a communication from the New York Deutscher Apotheker Verein, in which it was stated that the Verein had named a committee of five to draw up amendments to the pharmacy law, to be submitted for adoption at the annual meeting of the New York State Pharmaceutical Association, and suggesting the appointment of a similar committee for conference by the Kings County Pharmaceutical Society. On motion the communication was referred to the Legislative Committee with power. A bill for \$11.45, being the expense account of William Muir for one day's attendance at Albany in behalf of the Legislative Committee, was presented and ordered paid.

### TROUBLE WITH THE HEALTH DEPARTMENT.

D. Master, Jr., then brought up the subject of discontinuing the culture stations of the Health Department and read the following letter, sent out by the Department of Health to all pharmacists who have culture stations in their establishments:

"Dear Sir: On and after Saturday, April 6, the proprietors of the establishments in which the culture stations are located will notify the Health Department before 1.30 p. m. on each day as to whether there is any necessity of the tube collectors calling at said station for cultures. Heretofore the collectors have telephoned to the various stations for the same information, and this practice is to be discontinued. Very respectfully,

R. A. Black, M.D.,  
Assistant Sanitary Superintendent."

The letter concludes by giving the telephone number, "2,203 Main," division of contagious diseases.

He considered it an imposition to compel druggists to telephone the Department at their own expense, and suggested

that it would be a good thing for the society to advise its members against handling the culture tubes. This suggestion was received with evident favor by the large majority of those present. A motion was introduced and adopted by which the secretary was instructed to notify the Department of Health that if the Department should adhere to its refusal to pay the telephone charges on messages regarding the collection of culture tubes, the Kings County Pharmaceutical Society would advise its members, and the local associations affiliated with it, to discontinue the stations.

At the suggestion of President Anderson it was moved and carried that the Executive Committee of the National Association of Retail Druggists be requested to communicate with the manufacturers of proprietary remedies through the Proprietary Association of America at its annual convention in New York, next month, asking them to lower their prices to the level prevailing before the war revenue act went into effect.

#### THE SALE OF POISONS.

Dr. A. H. Brundage, who is a member of the State Board of Pharmacy, called attention to the fact that the Board had recently adopted some new regulations regarding the sale of poisons, and he advised those in attendance not to purchase any new poison labels until they had seen a letter of instructions which the board was shortly to send out to the trade. Speaking as an individual, and not as a member of the board, he advised his listeners to register the sale of all poisons, in accordance with the provisions of the Penal Code, which, he informed them, had not been suspended by the new pharmacy law. Sections 402 and 404 of the Code provide (1) that "An apothecary or druggist, or a person employed as clerk or salesman by an apothecary or druggist, or otherwise carrying on business as a dealer in drugs or medicines, who sells or gives any poison or poisonous substance without first recording in a book to be kept for that purpose the name and residence of the person receiving such poison, together with the kind and quantity of such poison received, and the name and residence of some person known to such dealer, as a witness to the transaction, except upon the written order or prescription of some practicing physician whose name is attached to the order, is guilty of a misdemeanor;" and (2) that "A person who sells, gives away or disposes of any poison or poisonous substance (except on the order or prescription of a regularly authorized practicing physician) without attaching to the vial, box or parcel containing such poisonous substance a label with the name and residence of such person, the word 'poison' and the name of such poison, all written or printed thereon in plain, legible characters; and a person who, . . . sells, gives away or disposes of or offers for sale any sulphate or other preparation of opium or morphine, except paregoric and those preparations containing two grains or less of opium or morphine to the ounce, without attaching to the bottle, vial, box or package containing such sulphate or other preparation of opium or morphine a scarlet label lettered in white letters, plainly naming the contents thereof, with the name and residence of such person, is guilty of a misdemeanor."

#### The Pittsburg College Commencement.

The commencement exercises of the Pittsburg College of Pharmacy was held at Carnegie Hall, Allegheny, on Thursday evening, April 11. The exercises were opened with an address by Louis Emanuel, president of the Pennsylvania Board of Pharmacy. The degree of graduate in pharmacy was conferred by the Right Reverend John Crocker White, president of the Western University of Pennsylvania, upon the following members of the senior class:

Ralph H. Johnson, Cathryn R. Frank, Harry P. Reiser, Harry F. Barkley, J. Lindsay Beer, J. Walter Brehm, Joseph W. Brosky, Raymond L. Brosius, Frederic T. Butler, Robert W. Byers, Jasper T. Catlin, J. H. Cooper, B. J. Czyzewski, A. Edgar Fawcett, William H. Gamble, Joseph F. Gaughn, Will J. Gillespie, Edwin Hausaman, Winfred Hoge, Anna Genevieve Hoy, Frederic W. Jones, Emil Lebovitz, Dovege E. Lewis, William J. Lewis, Edgar T. Morgan, Edward J. McCague, John J. McSwiggen, James A. McWilliams, Lewis D. Piper, Karl L. Smith, Charles W. Stengle, Ralph Thompson, Edward F. Waldschmidt, Charles O. Wherry.

At the annual banquet to the class the following toasts were responded to, Prof. J. A. Koch acting as toastmaster: "Medicine and Law," J. F. Burke; "W. U. P.," E. A. Schaffer, Ph.D.; "Pittsburg College of Pharmacy," E. A. Patrick, Ph.G.; "Botany," A. Koenig, M.D., P.D.; "Chemistry," F. T. Ashman, A.B., Ph.D.; "Pharmacy," L. Emanuel, Ph.D.; "Alumni," A. F. Judd, Ph.D.; "Class of 1901," H. O. Hornbake.

#### ELECTION IN THE MANHATTAN ASSOCIATION.

President Smith Retires and is Succeeded by J. Maxwell Pringle, Jr.—A Contest for the Presidency—Interest in the Proceedings.

Although it was not brought out clearly in the secretary's announcement that the meeting of the Manhattan Pharmaceutical Association held at the College of Pharmacy, 115 West Sixty-eighth street, April 15, was to be the annual meeting for the election of officers, there was a fairly good attendance and keen interest was manifested in the proceedings by every one present. The feature of the meeting was, of course, the annual election, and especially the contest for the office of president. The two factions in the slumbering fight which has been going on in the association for the past two years—greatly to its detriment—locked horns on this occasion, and it is satisfactory to note that the party which has usually been considered the minority came out victorious by electing its nominees for the principal offices.

J. Maxwell Pringle, Jr., who for the past year has occupied the position of first vice-president, and discharged his duties in a most acceptable and efficient manner, having from the inception been an active, earnest worker and sound adviser in matters relating to the advancement of the interests of the association, was put in nomination for the office of president by W. Schaaf, the nomination being seconded by George H. Hitchcock, the treasurer of the association. Opposed to Mr. Pringle was Charles S. Erb, who was nominated by Arthur O. Searles, and seconded by Counselor Hieronimus A. Herold, Ph.G. Mr. Pringle received a plurality of votes, and on motion of the defeated candidate he was elected president by acclamation.

George E. Schweinfurth was chosen first vice-president, there being no opposing candidate.

Arthur O. Searles was put in nomination for the office of second vice-president by Oscar Goldmann, while W. H. Ebbitt presented the name of Charles H. White. After the ballots were counted it was seen that Mr. White had votes to spare, he being elected by a majority of 21; the votes standing, A. O. Searles, 15, and C. H. White, 36. The offices of secretary and of treasurer were filled by the re-election respectively of S. V. B. Swann and G. H. Hitchcock by unanimous vote.

The result of the annual election was regarded as eminently satisfactory to the active, earnest men in the association, who have its prosperity at heart and who work with an aim single to the advancement of its interests.

The meeting was called to order by President R. R. Smith at 9.10 o'clock p.m. The treasurer and the secretary submitted their usual monthly reports, which were adopted as read. The report of the latter showed a balance of \$284 on hand at the last meeting; receipts of \$215 and disbursements of \$124.50, leaving a cash balance of \$374.50.

The regular business was then taken up and reports of committees called for. George H. Hitchcock, chairman of the Committee on Legislation, presented a written report, in which he described the work of the committee during the past month in combating obnoxious legislation at Albany. In their hardest fight, that of attempting to prevent the passage of the military code bill abolishing the office of military pharmacist and the rank of first lieutenant attached to it, they had to confess defeat; but, Mr. Hitchcock said, they were determined to carry on the agitation and eventually succeed in securing for pharmacists in the National Guard the status and rank to which they were entitled, by reason of their educational qualifications. The rest of the report was a sanguinary record of bills killed and buried out of sight. Of the Donnelley-Rainey bill to amend the State Pharmacy law it was intimated that it would never be reported out of committee. Various other committees reported, that on N. A. R. D. matters being to the effect that a leak had been discovered and the committee was investigating a specific violation of the tripartite agreement on the part of a certain wholesale firm, not referred to by name. Satisfactory reports were received from the representatives of several district organizations. A favor-

able report was submitted by the Committee on Membership on the following applicants, who were afterward elected by ballot: Joseph H. Jacobsohn, 57 Eighth avenue; Fred Boergreave, 1481 Broadway; C. Werner, 807 Courtland avenue; Charles Wylie, 936 Sixth avenue. Four new applications for membership were referred to the committee for investigation.

Secretary Swann, who had served the association during the past year without compensation, was, on motion of Oscar Goldmann, given an honorarium of \$100 out of the treasury of the association.

E. S. Dawson, Jr., of Syracuse, for many years secretary of the old State Board of Pharmacy, was a visitor to the association, and President Smith called attention to the fact and suggested that Mr. Dawson be given the privileges of the floor, a suggestion which was received with favor, and Mr. Dawson was complimented by an invitation to the platform. In acknowledging the courtesy Mr. Dawson gave an interesting account of the situation in Syracuse, where high prices prevailed and the cutter was unknown. He congratulated the pharmacists of Manhattan on their successful organization, saying he fully realized the difficulties in the way of securing a perfect organization in so cosmopolitan a city as New York.

The election of officers was then proceeded with and the following were chosen: President, J. Maxwell Pringle, Jr.; first vice-president, George E. Schweinfurth; second vice-president, Charles H. White; secretary, S. V. B. Swann; treasurer, George H. Hitchcock.

On motion of J. M. Tobin, retiring president R. B. Smith was tendered a rising vote of thanks, Mr. Tobin remarking in making the motion that the association owed a great deal to the retiring president, whose administration had been eminently successful, and who had contributed to the prosperity of the association by a wise and efficient management of its affairs.

A motion by Johann D. A. Hartz, of College Point, to change the name of the association to the New York City Pharmaceutical Association was deemed inadvisable as conflicting with the charter of incorporation and was withdrawn by the mover. A communication from the New York Deutscher Apotheker Verein was read by the secretary, in which a request was made for the appointment of a committee to confer with a committee of the Verein on proposed amendments to the pharmacy law to be submitted to the New York State Pharmaceutical Association at the next annual meeting. The matter was referred for action to the Committee on Legislation, after which the meeting adjourned.

## THE WORM TURNS.

### Aggressive Cutters Sue Association.

Rourke Bros., druggists, of Binghamton, N. Y., are on the cutters' list. They are the only retailers in the city who refused to sign the agreement to maintain prices at a fixed schedule, and they complain that the proprietors', wholesalers' and retailers' associations have conspired to freeze them out. When Rourke Bros. ordered goods their remittances were returned, with the information that, as they had been blacklisted, no goods would be furnished to them.

Binghamton papers were informed that if they accepted Rourke Bros. advertisements they would get no business from the drug associations. The Rourkes have sued the association and thirty local drug houses for conspiracy, claiming \$50,000 damages.

The newspaper view of the matter is shown in the following clipping from the "New York Commercial" for April 6, a paper that professes to be somewhat in touch with the drug trade:

Binghamton, N. Y., April 5.—Several conspiracy actions were inaugurated here to-day which, if successful, will break the combination now existing in the retail drug trade and revolutionize prices throughout the United States. For the past ten years the retail druggists of the country have been endeavoring to form a combination that would increase the prices of goods and hold them there. This was finally effected by the formation of the National Proprietary Association of New York [sic], the National Wholesale Druggists' Association of Chicago [sic], and the National Wholesale and Retail Druggists of Topeka, Kan. [sic]. Out of 1,500 drug stores in New York City, 1,125 signed the agreement, and it was asserted that others would come in, as they could get no stock when their present supply was exhausted.

Rourke Brothers was the only firm in this city that refused to sign the agreement, and they advertised drugs at cut rates.

Thirty druggists of this city, with the national associations named, combined to freeze them out. The firm's drafts and checks were returned with the statements from all wholesale houses that they had been blacklisted and no goods could be furnished them. All papers were told not to accept their advertisement, as all medicines and drug advertising contracts would be canceled. One paper that published a page advertisement was bought up from the newsboys before it could be circulated. To-day papers in conspiracy actions against the thirty druggists and the three associations for \$50,000 damages each were served, the Rourke Brothers being backed by druggists outside the trust, and two leading legal firms of the State have been retained. F. A. [sic] Holiday [sic] of Topeka, Kan. [sic], representing the trust, is here trying to compromise the case, but the complainant absolutely refuses.

## The Kansas Board.

At the first quarterly meeting of the Kansas State Board of Pharmacy, held at Wichita, Kan., March 6, 1901, thirty-four applicants were present and took the examination. Of these, the following passed as registered pharmacists: John P. Marak, Everest; L. S. Grisell, Morrowville; F. P. Hatfield, Grenola; Charles M. Hines, Manhattan; H. S. Willard, Manhattan; Charles M. Wilson, Caney; Edward A. Thiele, St. Paul; E. W. Minney, Topeka, and Ben M. Kendall, Beloit; while George W. Knauer, Topeka; H. A. Kenneke, Wellington; Caney Y. Kilmer, Belle Plaine, and Ott E. Paullin, Abilene, passed as registered assistants.

The following have been registered without examination, by virtue of being graduates of recognized colleges of pharmacy: Charles J. Gebauer, Atchison; Edwin S. Lee, Topeka; George F. Overfield, Topeka; H. Owen Smith, Topeka.

Registered assistants: Mabel J. Bennet, Greensburg; William E. Henry, Topeka; R. E. Hunt, Eureka.

The next meeting of the board will be held at Topeka, Kan., May 23, 1901. Examination will begin at 9 o'clock a. m. Those who desire to take the examination should make application at least five days prior to the date of the meeting. Blanks will be furnished upon application by the secretary, W. E. Sherriff, Ellsworth.

## Gilpin, Langdon & Co.'s Drug House Up in Flames.

The wholesale drug house of Gilpin, Langdon & Co., on the corner of Light and Lombard streets, Baltimore, Md., was totally destroyed by fire, together with its contents, on April 8. Several women employed on the top floors of the drug house were taken out on fire escapes, and there were several severe explosions of drugs. The losses probably will reach \$200,000.

## Obituary.

George H. Elsbree, a well-known druggist of Meriden, Conn., died at his home in that city on April 8, at the age of 78.

Joseph R. Irwin, aged 67, a prominent citizen of Curwensville, Pa., died on March 26. Mr. Irwin engaged in the drug business in 1865 and followed it up to the time of his death.

Alexander C. Bonnell, managing partner for Steltz & Co., druggists, of 2235 Columbia avenue, Philadelphia, died suddenly on March 25. He was 35 years of age, and was graduated in 1900 from the Philadelphia College of Pharmacy.

James Anwyl, a well-known druggist of Wilkes-Barre, Pa., died of heart disease on March 31, at the age of 34.

William Gaither Burgess, a prominent citizen of Newport News, Va., died of pneumonia on March 31, in his apartments over the Warwick Pharmacy, which he owned and personally managed. Deceased was 33 years old and was born at Morganton, N. C.

R. H. Hatzfeld, one of the most prominent druggists of Chicago, owning numerous stores, died April 4, of apoplexy. Mr. Hatzfeld was 59 years old and had been a resident of Chicago since 1880. He was born in Germany and graduated in 1868 from the Munich School of Pharmacy. The following year he came to this country and established himself in business in Milwaukee, where he remained until he removed to Chicago. His principal store was in Ravenswood. One son survives him.

E. S. Sutton, for forty years a druggist of Louisville, Ky., died of pneumonia at San Diego, Cal., on April 9. He was 65 years of age and leaves a large family.

## GREATER NEW YORK.

"Alumni Day" will be observed at the New York College of Pharmacy by appropriate ceremonies and entertainment next Wednesday.

Frederick H. Humphreys, president of the Humphreys' Homeopathic Medicine Co., returned to the city a few days ago after a tour of Europe and a trip up the Nile.

D. C. Nail, assistant manager in the preparation department of Parke, Davis & Co.'s local office, was married recently to Miss Margaret Doremus Kent, of East Orange, N. J.

Benjamin Robinson, a well-known druggist, of New Rochelle, was married on April 8 to Mrs. Margaret Nahlstead, daughter of John P. Holler, president of the Mount Vernon Ice Company.

Isaac V. S. Hillier, secretary and treasurer of the R. Hillier's Son Co., sailed for Europe recently, where he will spend some time establishing new business connections in the important commercial centers.

J. C. Scherding, druggist, of 133d street and Amsterdam avenue, died last week. Mr. Scherding's pharmacy has since been purchased by Mr. Spiggs, of Lawrence street, who will conduct it as a branch store.

Franklin Koehler, a well-known pharmacist of Brooklyn, died on April 7 at his home in that borough. Ill health compelled his retirement a couple of years ago. He leaves a widow, son and daughter.

Wm. Michaelson, of the firm of Ludwig & Michaelson, West Farms, Borough of the Bronx, died last week of pneumonia after a few days' illness. Wm. E. Kay has accepted the management of the store.

C. J. Countie, of Boston, was a visitor to the local drug market last week. Mr. Countie has a wide circle of acquaintances in the wholesale and retail trade of Greater New York, by whom he is always gladly received on his occasional trips to the metropolis.

Alexander J. Dowstrow, a druggist, at No. 51 Bank street, filed a voluntary petition in bankruptcy in the United States District Court on April 15. The schedules show liabilities of \$1,820.61, and assets of \$2,421.89. Of the liabilities \$535.61 are secured.

The Lowe Brothers Company, a new corporation, has been organized, with a capital of \$10,000, for the sale of drugs in Far Rockaway. The directors for the first year are: Francis A. Lowe, Charles H. Lowe and Ludwig G. Hofmeyer, all of Far Rockaway.

E. S. Dawson, Jr., of Syracuse, who is widely known throughout the State, from his long period of service as secretary of the old New York State Board of Pharmacy, has been making a protracted stay in the city. He addressed the Manhattan Pharmaceutical Association at the annual meeting last Monday.

The seventy-first annual commencement of the College of Pharmacy of the city of New York will take place at Carnegie Music Hall, Fifty-seventh street and Broadway, on the evening of Friday, April 26. Admission is by ticket, obtainable from the secretary of the college, who may be addressed at 115 West Sixty-eighth street.

The many friends of Hugh C. Peters, formerly of the editorial staff of the "Oil, Paint and Drug Reporter," and now the traveling representative of Thurston & Braidich, crude drugs and gums, 130 William street, will be glad to learn that he has recovered from a recent illness which necessitated his spending some time at Asheville, N. C.

They do such things as this in the tranquil borough at the further end of the Brooklyn Bridge: "Do you handle Aunt Hannah's Liquid Death Drops? If Not, Why Not? Trade prices on application to Aunt Hannah's Nephews, Jenkins Bros., 250-2 Pulaski street, Brooklyn, N. Y." Are the death drops for killing rats, bedbugs or book agents? asks the National Advertiser. Aunt Hannah's lively nephews omit to say.

An offer of \$50,000 has been made to the New York Methodist Conference by John E. Andrus, the millionaire proprietary medicine manufacturer of Yonkers. Mr. Andrus is treasurer of the fund for the relief of superannuated ministers. After reading his report he said that he would give to the fund one dollar for every two that the Conference would raise up to \$100,000. The offer moved the Conference to applause.

Percy C. Magnus gave an elaborate luncheon to his partner, Monroe W. Lauer, at the Drug Club on April 15, in honor of

the marriage of Mr. Lauer to Miss Estelle Hillson, which took place at Delmonico's on the following Wednesday. The luncheon party included Clayton Rockhill, W. G. Ungerer, W. P. Ungerer, J. H. Boyden and Caswell A. Mayo. Mr. Lauer is very popular among the wholesale drug trade, and has been the recipient of hearty congratulations from all quarters.

In the suit of Johnson & Johnson against Emile Bruner, proprietor of the Red Cross Pharmacy, Eighth avenue, this city, Judge Lacombe, of the United States Circuit Court, handed down an order that a writ of injunction be issued, enjoining and restraining the defendant, until further order of the court, from selling or offering for sale any cotton or absorbent cotton not manufactured for or by the complainant, to the packages of which shall be applied the representation of a red cross or the designation "Red Cross."

Alfred Harmsworth, the proprietor of the London "Daily Mail," has visited New York, and among other things he has accomplished during his stay has been a splendid advertisement of the special class of tablets manufactured by Burroughs, Wellcome & Co., of London, Eng., under the name of "tabloids." He has popularized the word as applied to condensed newspapers, but the occasion affords a splendid opportunity for the well-known London firm of manufacturing pharmacists to introduce their specialties into the United States.

All pharmacists in Greater New York who are contemplating attending the twenty-third annual meeting of the New York State Pharmaceutical Association, at Buffalo, N. Y., June 4 to 8, are requested to send their names and addresses to S. V. B. Swann, 732 Amsterdam avenue, New York City, local member of Committee on Transportation, so that the necessary arrangements for rooms at Hotel Columbia (headquarters for the meeting), train service, special rates, etc., can be contracted for. It is especially requested that names be sent in as soon as possible, as 100 pharmacists are wanted so as to secure a special train and special rates.

A verdict for six cents damages was rendered in the Supreme Court of Kings County recently in the suit of John Cohoon, a drug clerk, against William C. Anderson, president of the National Association of Retail Druggists, to recover \$5,000 damages for slander. The plaintiff claimed that on November 4, 1899, at 25 Putnam avenue, the pharmacy of J. M. Kerrigan, the defendant referred to him as "a robber, a thief and a skin." According to the testimony the plaintiff and defendant had conversed at length about political matters, and that the talk drifted to the subject of a transaction in antiseptine. The defendant claimed that what he said was "to charge a fellow druggist a larger price than a retail dealer would ordinarily charge is equal to robbery." Mr. Anderson denied that he used the words charged in the complaint.

### Change of Address of the Abbott Alkaloidal Co.

The Eastern office of the Abbott Alkaloidal Co. in New York City has been removed to 100 William street. The new quarters are located more conveniently, and are much more commodious and afford better facility for the handling of the rapidly increasing business of this office. Eastern patrons of the Abbott Alkaloidal Co. will kindly note this change of address.

### New Jersey Druggists Organize.

The Union County Retail Druggists' Association met at Elizabeth, N. J., on April 8, and elected officers as follows: President, George H. Horning, Elizabeth; vice-president, T. S. Armstrong, Plainfield; secretary, George F. Brown, Rahway; treasurer, R. J. Shaw, Plainfield. Executive Committee: George B. Hooker, David Strauss, Elizabeth; Mr. Hepburn, of Hepburn & Co., Plainfield; George F. Brown, Rahway; Alexander A. Taylor, Summit; W. H. Trenchard, Westfield; Mr. Hart, of Cranford. Auditing Committee: Frank O. Stutzlen, Elizabeth; Mr. Leggett, of Plainfield, and James H. Terrill, Rahway.

The principal object of the association is to co-operate with the N. A. R. D. in efforts to suppress cutting. It has already affiliated with the National Association.

The Albany Drug Club has been organized by a number of local druggists. The officers for the first year are: A. B. Husted, president; J. P. Falling, vice-president; Theodore J. Lewi, secretary; E. F. Hunting, corresponding secretary. The Executive Committee are: S. C. Bradt, chairman; W. E. Masten, Charles B. Krum, Franklin T. Knowles and Fred W. Schaefer. Only drug store proprietors are eligible

to membership. Meetings are held once a month in Alumni Hall of the Medical College, in Albany.

### A Pharmacist in Public Affairs.

The election of Carman R. Lush, Ph.G., N. Y. C. P., '85, to the presidency of the town of Hempstead, N. Y., at the recent



CARMAN R. LUSH.

election, as noted in our last issue, has prompted the "Hempstead Sentinel" to give its readers some particulars of his business career and connection with the community which has chosen him to direct its affairs. From this we learn that Mr. Lush's ancestors were among the early settlers of the town and have been identified with its history for a great many years. Mr. Lush was graduated from the New York College of Pharmacy in the class of '85. Immediately after graduating he opened the pharmacy on Front street that has become one of the landmarks and leading business establishments of Hempstead, and is known in pharmaceu-

tical circles as one of the model pharmacies in the country. Mr. Lush is much interested in Masonry and is a member of Morton Lodge, F. & A. M., and of the Senior Deacon's Club of New York. An enthusiastic yachtsman, he was one of the founders and first commodore of the Hempstead Bay Yacht Club. Mr. Lush was born in Hempstead in 1861.

### NEW ENGLAND ITEMS.

The store of W. F. Norcross, Rockland, Me., was damaged by fire and water on April 3. Insured.

W. S. Bennett, Warren, R. I., has just placed an order with James W. Tufts for a handsome fountain.

The sheriff of Cumberland County, Me., raided the "Pearl Street Pharmacy," April 13, and seized liquors and apparatus valued at \$1,200 to \$1,500. It required a three-horse van to transport the seized goods.

At the recent fire at Lisbon Falls, Me., the store of D. Fessenden was destroyed. Loss, \$1,500; insurance, \$1,200. A. M. Gerry, general store and drugs, was also burned out. Loss, \$5,000; insurance, \$4,000.

Mary E. Collins, Ph.G., M.C.P., 1900, is now part owner of a flourishing store at Westerley, R. I. Miss Collins has a laboratory of which she is very proud and does considerable analytical work as a side issue.

The following concerns were recently incorporated at Augusta, Me.:

Hill Chemical Company, to carry on business of chemists and druggists; \$500,000 capital stock, \$30 paid in. President, C. S. Dunn, Portland; treasurer, C. J. Hastings, Portland. Certificate approved April 11.

Talbot Drug & Supply Company, to deal in drugs and supplies; \$10,000 capital stock, \$50 paid in. President, George F. Talbot, Lawrence, Mass.; treasurer, George Freeman Talbot, Lawrence, Mass. Certificate approved April 4.

Warner Medical Company, to manufacture and sell medical and toilet preparations; \$10,000 capital stock, \$700 paid in. President, Clara A. Williams, Boston; treasurer, Susan A. Thaxter, Boston. Certificate approved April 4.

Haverhill Drug & Chemical Company, to deal in all kinds of drugs, chemicals, etc., at wholesale or retail; \$10,000 capital stock, \$900 paid in. President, Frank E. Noyes, Haverhill; treasurer, Charles F. Allen, Haverhill. Certificate approved April 13.

## WESTERN NEW YORK.

Good Times Ahead—Ice Cream Soda Advanced—To Entertain the State Association—An Elaborate Programme Prepared.

Buffalo, April 17.—The Buffalo druggists are doing very well this spring. They have made a decided improvement in sales for some time over anything of recent years and will have a big summer to a certainty. As a beginning to that well-deserved consummation there has been a meeting and an agreement made to advance ice-cream soda to 10 cents all round. Some of the better known establishments have charged this for several years, but the rule was 5 cents. It is not known what the city restaurants will do, as no effort was made to get them into line. The druggists of Batavia, in a meeting on the 12th, agreed to advance all fruited ice-cream sodas and chocolates, as well as "cherry Sundays," to 10 cents, but did not venture to raise the price of ice-cream sodas flavored with extracts, though it was declared that this should also be done, as the cost of all ingredients has advanced.

### ENTERTAINMENT FOR THE STATE ASSOCIATION.

The Entertainment Committee of the State Pharmaceutical Association held a session on the 15th and made some material progress with the programme, though most of the arrangements are subject to change and only one or two of the days are completely blocked out. It is expected that on the first day, Tuesday, June 4, there will be a reception, with lunch and dance in the evening, at the city convention hall. On the second day the special programme takes in the Pan-American Exposition. The druggists will own the stadium or grand athletic ground for at least a part of the afternoon and will give exhibitions of a sportive and skillful character, including a ball game by druggists only. On the third day there will be a vaudeville entertainment, in which only "pill mixers," as one of the committee expresses it, will take part. There will be a banquet on Friday evening. There will be a business session every day, but it is quite possible that the contemplated trip to Niagara Falls will be given up, as there will be so many other things to take up the time. Other entertainment is in view, but it has not yet materialized.

### THE MINIMUM PRICE LIST

which the Erie County Pharmaceutical Association has been at work on so long is declared by the members to be an entire success, even beyond expectation. This is not denying that here has been some difficulty, for that would be sure to happen. One big store is now on the black list, and it remains to be seen whether it can be cut off from supplies enough to bring it under subjection. The members think it can. Salesmen from outside are promptly paying their dollar for the monthly license to sell goods in the county. They will be given the next month free always.

### BUFFALO NEWS NOTES.

Dr. E. J. Foote has taken charge of M. J. Frisch's pharmacy at 766 Broadway, Buffalo.

Herman J. Dedo, druggist, at 7 Walden avenue, Buffalo, is looking for a new store, as a change in the grade crossing will take the store out and he will have to move this summer.

The Buffalo Retail Druggists' Bowling Club on the 12th defeated the team from Plimpton, Cowan & Co.'s wholesale store, 2,954 to 2,611, just to give them the necessary vim to deal with the Rochester Club later on.

A member of the firm of Badger Bros., owners of the Snow Grape Juice works at Penn Yan, was lately at Buffalo and announced that the works, which were burned not long ago, would be rebuilt at once. He was looking after machinery and apparatus. An office will be opened in Buffalo.

The annual commencement of the pharmaceutical and medical departments of the University of Buffalo takes place April 26. About 40 new pharmacists will be graduated, together with two or three receiving second degrees. The exercises will be in the forenoon at the Teck Theatre, an unusual part of the day, but which admits of the alumni meetings in the afternoon and the banquets at early evening. The address to the class in pharmacy will be delivered by Dr. Ford, of Rochester. The year has been a very satisfactory one.



## MASSACHUSETTS.

**Adulterated Drugs—Dangers of Cocaine—Mr. Coombs' Store Blown Up—Alumni Elect Officers—The Worcester Plan to be Tried—Fall River Drug Clerks Elect Officers for their Association.**

Boston, April 18.—During February the State Board of Health examined 35 samples of drugs and found 20 to vary from the legal standard. The adulterated drugs were capsicum, extractum glycyrrhizæ, glycerinum, oleum olivæ, syrupus and tinctura iodi. Fifteen samples of lemon extract were also examined; of these nine were below the standard, six of them contained no oil of lemon whatever, and most of them were colored with aniline dyes and were deficient in alcohol strength. They were purchased in open market as pure goods. Several other brands, which bore no name or address, were also found to be of a fraudulent character. Twenty-four specimens of beer in all were tested. Eight of these contained salicylic acid, and several samples were contaminated with arsenic, but in minute traces only. Several samples of a remedy used for the treatment of asthma were analyzed and found to contain cocaine. In commenting upon this remedy the board says: "There is danger in the frequent use of any article which contains cocaine, on account of the liability of forming an incurable habit, which may prove a more serious danger to the patient than the disease which it is intended to cure."

## A TERRIFIC GAS EXPLOSION.

The store of Charles E. Coombs, Ph.G., 267 Massachusetts avenue, was completely wrecked last week by a gas explosion. Mr. Coombs, his two clerks, B. C. Cutler and Jacob Harris, and two customers were in the store at the time, but, fortunately, no one was hurt.

## THE BOSTON DRUG CLERKS' SOCIAL AND BENEVOLENT ASSOCIATION

gave its first annual ball on the evening of April 8, in Paine Hall. The attendance was about 300, and the clerks gave their guests a very merry evening. The officers of the association are: Charles E. Rolland, president; William H. Knight, vice-president, and Earl Coombs, secretary and treasurer.

## THE BOARD OF PHARMACY

has finally decided the case of Thomas Tate, of Clinton. Mr. Tate's certificate is suspended for a term of ten years. This means that he cannot conduct a store or serve as a clerk within the limits of the State during the period of his suspension. This action of the board follows three convictions of Mr. Tate for illegal sale of liquors.

## THE ALUMNI MEETING.

The Association of the Alumni of the M. C. P. and the class of '96 held their annual meeting, jointly, at the Hotel Marlave, on the evening of April 11. The Alumni Association elected these officers: President, Charles T. Simpson, '99; vice-presidents, Prof. Elie H. La Pierre, '81, and Willis G. Guild, '96; secretary, Prof. Wilbur L. Scoville, '89; treasurer, William R. Acheson, '89, and auditor, Irving Nute, '94.

## EXAMINATION DAYS.

The students at the M. C. P. are now preparing for the annual examinations, which begin in the week of May 6. The trustees' examinations take place on May 13 and 14. The commencement exercises are down for May 16.

## HELPING THE WORCESTER PLAN.

The Philadelphia Retail Druggists' Association has contributed \$200 towards promotion of the Worcester Plan, and individual members of the trade in that city have pledged \$100 more. The same association has voted to send two of its members to the meeting of the Proprietary Association to advocate the adoption of this plan. S. A. D. Sheppard, Ph.G., treasurer of the fund for the advancement of this plan, is receiving generous donations from retailers of this section, and Mr. Charles, of Malden, who is canvassing in its support, reports much success.

## THE FALL RIVER ASSOCIATION OF DRUG CLERKS

held two meetings last month. These officers were elected: President, W. B. Campbell; treasurer, J. A. Grandfield; financial secretary, Jesse Clark, and recording secretary, G. T. Collins. The following committee drafted the constitution and by-laws: Louis Chapin, W. B. Campbell and Jesse Clark. The selection of rooms was left to this committee: J. J. Lima, C. B. Davis, William Burke, George McCann and William Hinkley.

## PENNSYLVANIA.

**The Business Outlook—Compromising with Cutters—Pennsylvania Pharmacy Board in Bad Odor—Accomplishments of the P. A. R. D.—Eightieth Annual Commencement of the Philadelphia College.**

Philadelphia, April 19.—The wholesale and retail druggists continue to do a thriving business, and very few complaints are being made with regard to the condition of trade. There has been a good deal of sickness in the city by which the druggists have profited. The grip has prevailed for some time, although during the past week there was a decided falling off in the number of cases of this disease. During this spring there are many druggists who contemplate making improvements in their stores; some have plans already prepared, and in a number of instances adjoining properties have been secured to accommodate the increasing business.

## AN UNDERSTANDING REACHED.

It is said an understanding has been reached between the Philadelphia Retail Drug Association and those members of the trade who have heretofore refused to discontinue the cutting of prices. For some time past nearly all the leading retail drug stores in the city have been maintaining prices, and in the central portion a few only have failed to give in their adhesion to the N. A. R. D. plan. A prominent cutter, who has heretofore refused to act with the rest of the druggists, has relented, and it is expected that within a short time he will be found with the majority.

## ACCOMPLISHMENTS OF THE P. A. R. D.

The work accomplished by the Philadelphia branch of the National Retail Druggists' Association since its organization has been far greater than any one supposed could be accomplished in so short a time. While at first there was a hesitancy shown by some retailers about becoming members of this association, there is none now and all the prominent retail druggists of the city are now on its membership roll. There has not been any important matter relative to the drug trade that the association has not taken a hand in, and it is through its active work that much good has accrued to the retail druggists of this city.

## A SETBACK FOR THE BOARD OF PHARMACY.

The Pennsylvania State Pharmaceutical Examining Board has had another set-back in the suit brought recently against the retail druggists in this section of the State. Owing to the refusal of the detectives to appear in the case brought against the West Philadelphia druggists the magistrate discharged the defendants, and on April 8 a hearing was set at West Chester against three retail druggists, but as A. R. Deutzler, of Pottsville, an officer of the board, failed to appear, they were discharged and judgments were entered in their favor. The board has stirred up a hornets' nest in this State, and there is a quiet canvass going on to have a number of changes made in the personnel of its officers. While many express themselves privately against the Examining Board, for reasons best known to themselves they have not as yet taken any prominent part in bringing about a change. It is said the Governor is desirous of accommodating the retail druggists, and for this reason it is believed that when the terms of some members of the board expire they will not be re-elected.

## COMMENCEMENT EXERCISES AT THE PHILADELPHIA COLLEGE.

The annual exercises in connection with the commencement of the Philadelphia College of Pharmacy were held during the week of April 15. The programme was similar to that which has been observed for some years past—viz., on the 15th the Alumni Association gave its thirty-second annual reception to the graduating class, numbering 101, including four ladies. There was considerable honor attached to this class, its general average being the highest ever attained in the history of the college. The alumni gold medal for the best general average of the class was awarded to Irvin E. Saul, of Windsor Castle, Pa.; the silver medal for the best second year examination average to David W. Ramsaur, of Palatka, Fla., and the bronze medal for the best first year average to Chester A. Billetdoux, of North Adams, Mass. Alumni prize certificates were presented for the best examinations as follows: Pharmacy, to Irvin E. Saul, Windsor Castle, Pa.; chemistry, to Edwin Murphey, of Macon, Miss.; materia medica, to Lionel G. Skillman, of Philadelphia; general pharmacy, to Rolland H. French, of Salem, O.; operative pharmacy, to Edward J. Klopp, of Reading; analyti-

cal chemistry, to Frederick G. Luebert, of Philadelphia; pharmacognosy, to Howard R. Converse, Picture Rocks, Pa. Theodore K. Boesch, of York, was class orator; Fielding O. Lewis, of Hebbartsville, Ky., class poet; James S. Jetton, of Dyer, Tenn., class historian, and Alexander J. Strathie, of Sussex, England, class prophet.

#### OFFICERS OF ALUMNI.

At the annual meeting of the Alumni Association, held in the afternoon of the 15th inst., John H. Hahn, class of '81, was elected president; William G. Nebig, '88, first vice-president; Albert Vettinger, '86, second vice-president; W. E. Krewson, '69, recording secretary; C. C. Meyer, '73, treasurer, and J. M. Baer, '87, corresponding secretary. Nicholas F. Welsner, '92; O. W. Osterlund, '99; Herman Dilks, Jr., '94; L. S. King, 1900, and F. P. Stroup, '96, were made directors. It was reported that 102 members had been added during the past year, increasing the membership to 3,093.

#### PRESENTATION OF A CLASS LOVING CUP

On the 16th the faculty of the college gave a dinner to the graduating class. This dinner was presided over by the Dean of the college, Professor Remington. This affair was a memorable one, as after the speeches the president presented the class with a magnificent silver loving cup, with the stipulation that the cup should remain in the college hall. Any other class in the coming years which reaches the high average of the owners of this cup are to be allowed the honor of having the year of their graduation engraved on the cup. On one side of the cup was engraved "The President's Cup, presented by Howard B. French, Ph.G., in trust to the graduating class showing the highest scholarship," and on the opposite side, "The Philadelphia College of Pharmacy, 1821-1901." Below the engraving on either side there is a panel, upon which will be engraved the name of each class taking the prize. At this dinner a splendid portrait of the late Charles A. Heinitsch, Ph.D., of Lancaster, was presented to the college. The family of the late Dr. Edward R. Squibb also presented an oil painting of this eminent pharmacist.

#### GRADUATES OF '01—DOCTORS AND CHEMISTS.

On April 16 the commencement exercises were held in the Academy of Music, the orator of the evening being ex-Mayor Warwick. The building was handsomely decorated, and the friends of the graduates applauded heartily as the names were announced. The following received diplomas, the names being printed after the names of the States from which they hail:

#### DOCTORS OF PHARMACY (P. D.).

California, R. G. Shoults; Connecticut, O. L. Kraus; Delaware, H. J. Watson; Illinois, P. Eckels, V. C. Michels, C. B. Slocum; Kentucky, F. O. Lewis; Maine, H. R. Alden; Mississippi, E. M. Murphey; Nebraska, R. N. Bell; New Jersey, E. E. Barnett, T. H. Boysen, L. M. Hires, E. J. Klopp, M. L. Branin, L. V. Collins, B. G. Shannon and L. V. Van Gilder; New York, E. H. Cone; Ohio, R. H. French, H. M. Highfield and J. B. Tingle; Oregon, K. W. Harbord; Pennsylvania, A. D. Anstock, F. J. Benner, T. K. Boesch, P. K. Boltz, G. H. Borrowes, F. A. Brenner, F. L. Cather, H. R. Converse, W. B. Davis, C. O. Doan, E. A. Dunn, R. M. Eddy, G. T. Eppler, F. A. Fegley, J. S. Fegley, A. G. Fischer, G. C. Fisher, S. C. Fleming, E. F. W. Garber, H. J. Goodyear, J. E. Gruel, W. K. G. Harris, S. R. Hassinger, M. Haydock, G. P. Hill, C. E. Hoffert, I. C. Hoffman, F. P. Houston, G. G. Hubler, C. G. Knerr, B. S. Lacy, W. L. Leib, L. W. Liebert, J. D. Luddy, F. G. Luebert, B. H. McClurg, R. J. McDermott, W. L. MacFadden, H. F. Mauger, G. M. Musser, G. H. Nauss, J. S. Picking, Jr., A. W. Pflieger, A. E. Post, R. C. Pursel, W. H. Raser, C. H. Reynolds, L. K. Rhoads, W. Rinker, G. W. Roberts, W. C. Rogers, I. E. Saul, A. A. B. Schmerker, E. S. Schneider, J. G. Schooley, C. E. Shafer, L. G. Skillman, E. G. Spears, W. F. Steever, I. S. Stoudt, B. F. Stout, C. H. Texter, S. Urffer, H. Wilkinson, W. C. Wolfer, J. P. Wolfinger and C. H. Ziegler; Tennessee, J. S. Jetton; Canada, G. St. Jacques; England, A. J. Strathie; Nova Scotia, J. J. Macphee.

#### PHARMACEUTICAL CHEMISTS (P. C.).

Iowa, A. C. Bender; Pennsylvania, W. R. Graham, P. M. Headings, T. W. Penrose, H. G. L. Pollins, T. A. Ryan, H. W. Scott; Texas, V. C. Brookes.

#### CERTIFICATES.

Certificates of proficiency in chemistry were awarded to the following students: Willard Crandall Andrews, P.D.; Frank Arthur Cavanagh, Joseph William Ehman, Ph.G., Rolland Hall French, Frank Smith, G.D., Ph.G., Frederick Walton Staley and Olas Earl Winters.

On the afternoon of April 15 the regular pharmaceutical meeting of the Philadelphia College of Pharmacy was held, the programme being as follows: 1. "Technique for the Recognition of Certain Animal Parasites in Man," by L. Napoleon Boston, M.D.; 2. "An Examination of Some of the Chemical Tests for Strychnine," by Lyman F. Kebler; 3. "Liquid Carbonic Acid Gas," by Frederick T. Gordon; 4. "Discussion on the Spoilation of Medicinal Syrups."

## OHIO.

### A Mammoth Outing of Retail Druggists—Professors to Climb Greased Poles—Dignified Druggists to Run Sack Races.

Cincinnati, Ohio, April 20.—Most of the retail druggists of Cincinnati, Covington, Newport and the surrounding country have received invitations to the mammoth outing to be given early in June at the Country Club. The affair is to be given under the auspices of the Ohio Valley Retail Druggists' Association. The local "pill rollers" are looking forward to the enjoyable affair with much pleasurable anticipation. As a rule outdoor sports are out of the line usually followed by pharmacists, but on this occasion there will be an exception to the rule. Entries for the various games are coming in at a lively rate and some large dolings are on the programme. For the two-mile sack race Edward Kipp, Edward Voss, Jr., Andrew Bain, William S. Wagner, Julius Hoffmann and Max Fuchs are already entered. The winner of this contest is to receive a prize, but the committee in charge absolutely refuse to divulge the nature of the trophy. It will be in keeping with the occasion, however, and it may be just as well that the contestants are kept in ignorance as to its nature. Riding a greased pig will be another feature, and efforts are being made to get George Kylius, Dr. Este Weatherhead, Otto Rauchfuss and Dr. John C. Otis to enter this contest. If suitable overalls can be secured climbing the greased pole will be a diversion, and it is hoped that Prof. C. T. P. Fennel, Prof. William Simonson, Louis Heister, Herman Serodina and Wilmot Hall may be induced to cast aside their dignity for the nonce and engage in this spirited pastime.

Plenty of volunteers for the great baseball game are now on hand, and there will be some sore residents the day after the contest. Among the volunteers who will try to emulate the example of their boyhood days are E. W. Gray, Alfred Vogeler, Alfred De Lang, C. P. Calvert, Ashley Lloyd, Billy Hale, Horace Justis, John Bauer, John Weyer, Billy Ford, John Vestor and Mike Callahan. In the evening there will be a dance, cake walk and banquet. The affair will undoubtedly be a most memorable one and will do much to promote good fellowship among the members of the fraternity. The outing is now by long odds the leading topic among the druggists.

### HEARD ON THE STREET.

George Budde, the manager of Stein-Vogeler's sundry department, has just returned from New York, where he spent a week buying goods.

Clarence V. Watters has bought the interest of his partner, Charles Hoffmann, at Eaton, Ohio. Mr. Watters is popular and will undoubtedly thrive.

Dr. R. M. Hughey has purchased the store of C. N. Lorey, of Washington C. H. He will remodel and renovate the entire establishment immediately.

W. H. Styer, of Marietta, has sold his Putnam street store to Walter Kirby, of the India Spice and Drug Company. The pharmacy is to be remodeled.

Hamil & Johnson, the well-known druggists of Arcanum, Ohio, have sold an interest in their large and growing business to Charles Hoffmann, of Eaton, Ohio.

Spurgeon & Lightner, both well-known young men, have opened a new and attractive pharmacy at Sabina, in Clinton County, Ohio. They will surely succeed.

N. Ashley Lloyd, the well-known treasurer of the local club, is being deluged for passes for the baseball games of the National League, as the season is now under way.

Homer Conn, a popular young pharmacist of Athens, Ohio, has been placed in charge of the pharmacy of Dr. R. M. Hughey, at Washington C. H., Ohio. A better man couldn't be found.

The Kentucky Pharmaceutical Association will hold its annual convention this year at Crab Orchard Springs, June 18-22. Already considerable enthusiasm is being manifested in the gathering.

J. W. Renaker, the pioneer druggist of Cynthiana, Ky., is

just recovering from a severe case of pneumonia. For several days Mr. Renaker was so ill that his host of friends were in doubt as to his recovery.

Prof. John Uri Lloyd, the well-known local chemist and author, whose "Etidorpha" and "Stringtown on the Pike" were great successes, has a new novel in print. It is called "Warwick of the Knobs," and the opening chapters will appear in the May "Bookman."

Miss Cora Dow, who has been ill for some two or three weeks, is around again and takes personal charge of her five flourishing drug stores. She has just placed a new Lippincott soda fountain in her Vine street place.

## MICHIGAN.

**Spring Cleaning Time Arrives—To Draw or Not to Draw Soda Water? That is the Question—Proprietary Prices Move Upward a Notch—The New Liquor License Bill Will Probably Become Law.**

Detroit, April 16.—Business continues good with us here in Detroit. House cleaning time is on and camphor balls, lye and insect powder have the call. The druggist also is cleaning up—several of him having redecorated this spring—and wondering if he will start "that darn old fountain again." It did not make any money last year and he don't know whether or not to try again. A few warm days and a few calls for a soda will cause him to waver in his resolve and soon he will have the "soft drink bar" in full swing, regardless of last year's lesson.

### THE ICE CREAM SODA NUISANCE.

The druggist may well look upon the soda fountain as an expensive advertisement for his store in this town, which is first, last and all the time a 5c. soda town. There is nothing in it. People want four ounces of ice cream and two ladles full of fruit pulp and a glass of water, all served for 5c. They call it a "Sunday," and one chair will only serve about three or four in one hour. There is a movement on foot to raise the price to 10c., but it has not been realized as yet.

### A NEW PRICE LIST ADOPTED.

Talking of raising prices, the Detroit & Wayne Co. Association at their last meeting, on April 5, succeeded in putting another and a slightly higher price-list in operation. This list went in force Monday, April 8, and contains the names of several hundred articles and a minimum price for each. The friction incident to a step of this kind was very small, and we are a little further in advance with no one hurt. The movement includes every druggist and department store in the city; so we are either all cutters or all legitimate, as you please.

### THE PHARMACY BOARD TO REGULATE LIQUOR SALES.

The druggists' bill regulating the liquor branch of the business and providing for an assistant secretary to the State Board has been reported out of committee favorably and will undoubtedly pass. It met friends in an unexpected quarter, for as soon as the saloon interests saw the bill they rushed it through, and now the large majority of druggists who while opposed to the bill did not take enough trouble to oppose it, thinking it would not pass any way, are kicking themselves for being so slow.

## NEWS NOTES.

Mrs. Catlin, who has reported in the drug trade for several years and whose cheery ways have always made her welcome, died suddenly of heart failure a few days ago.

Work will soon be begun on another building to be added to the present plant of Parke, Davis & Co. It is to be a science laboratory, where the staff of that firm engaged in original research for the formulating of new compounds will conduct its experiments. The new building will be 160 x 60 feet, three stories high, and will be erected on the bank of the river east of the existing buildings.

Grant W. Stevens, former president of the Drug Clerks' Association and for many years a clerk in prominent Woodward avenue stores, has at last come to his own, having purchased the Holt stock and fixtures from C. E. Hollister, who had only held them for a few days. A force of decorators and carpenters are now in possession, and these repairs with a new fountain will give Mr. Stevens as handsome a store as any on the street. His long experience as clerk in the same store points toward a success in this new venture.

## ILLINOIS.

**The Illinois Drug Co. to be Reorganized—N. W. U. Commencement Exercises—Bowlers Go to Baltimore—The Proposed Pharmacy Law Amended.**

Chicago, April 16.—Eli F. Littlefield, manager of the Illinois Drug Company, has disappeared. The police have been asked to find him and the company is in the hands of a receiver. It is said that there is a shortage in Littlefield's accounts. He has been missing about three weeks, and his wife is prostrated as a result. On April 10 the directors applied to the Superior Court for the appointment of a receiver, and A. J. Benson, president of the company, was chosen. The directors decided to wind up the affairs of the company and to reorganize. Mr. Benson says that he believes reorganization can be effected within a short time. It is impossible to form a correct estimate of the amount of Littlefield's shortage until all the books have been gone over, an inventory taken and all outstanding accounts heard from. The amount involved is probably between \$3,000 and \$10,000.

The Illinois Drug Company was organized by Littlefield in 1899. It had a capital stock of \$10,000. The stock is held by 107 local druggists. The concern was co-operative, the plan being to buy in large quantities and then to sell to the druggists at an advance of 8 per cent. The office is at 185 Lake street. The United States Fidelity & Guaranty Company is on Littlefield's bond for \$10,000. The officers of the Illinois Drug Company are: A. J. Benson, president; G. H. Maye, secretary. Directors: S. C. Yeomans, Henry Bate, R. H. Hanke, Geo. W. Moyne and W. T. Klenzie.

The graduating exercises of the School of Pharmacy of Northwestern University took place in Auditorium Recital Hall April 4. The principal address was made by Prof. J. H. Beal, who spoke on "The New Pharmacy and its Influence." Addresses were made by Acting President Bonbright, of Northwestern University, and Prof. Oscar Oldberg, dean of the School of Pharmacy. These are the graduates: W. L. Bailey, Pioneer, Ohio; W. L. Barnum, Jr., East San Jose, Cal.; C. C. Bedford, Mansfield, Ill.; E. N. Berry, McCook, Neb.; La Foy Bowles, Normal, Ill.; Ernest Brecht, Yankton, S. D.; Charles Brown, Chicago; Karl Case, Lagrange, Ind.; Robert Casteel, Marshall, Ill.; Charles Detrich, Springfield, Ill.; George Duntley, Bushnell, Ill.; James English, Carrollton, Ill.; Axel Evanson, Portland, N. D.; Lee Farnsworth, Seattle, Wash.; Benjamin Fortune, Memphis, Tenn.; Charles Frison, Champaign, Ill.; Mamie Geddes, Star Lake, Wis.; Claude Geiger, Pueblo, Colo.; Harry Graham, Wauconda, Ill.; C. E. Green, Jr., Painesville, Ohio; J. O. Groves, Decorah, Iowa; H. A. Hough, Compton, Ill.; T. A. Holbrook, Chicago; W. E. Howe, Pueblo, Colo.; H. A. Jackson, Chicago; R. Currie Johnston, Aledo, Ill.; L. A. Jones, Milford, Ill.; G. W. Koenig, Le Mars, Iowa; L. F. Kulicks, Joliet, Ill.; R. H. Lindblom, Whitewater, Wis.; R. A. Lonergan, Waterloo, Iowa; D. H. Lunneen, Carrollton, Ill.; W. N. McKinney, Mount Pulaski, Ill.; C. W. Prindle, Sharon, Wis.; R. P. Roberts, Savoy, Texas; P. M. A. Sadler, De Witt, Iowa; F. E. Saylor, Falls City, Neb.; R. Schottenfels, Chicago; J. Q. A. Scroggy, Waterloo, Iowa; H. B. Sloan, Mount Vernon, Mo.; K. W. Smith, Oxford, Ohio; G. A. Sparks, Chicago; H. F. C. Stadle, Chicago; R. H. Stibgen, Freeport, Ill.; J. L. Sweeting, Normal, Ill.; Karl Thelen, Shelby, Neb.; J. B. Tracy, Circleville, Ohio; J. G. Wachowski, Chicago; G. W. Wald, Marinette, Wis.; O. W. Warren, Tower Hill, Ill.; V. K. Woelffer, Lake Mills, Wis.

The presentation on behalf of the class was made by J. Q. A. Scroggy.

### PHARMACY LAW AMENDMENTS.

The Judiciary Committee has amended the pharmacy bill, previously referred to, in several places. The provision for the \$10,000 appropriation has been cut out, the per diem of the board reduced to \$5, and the salary of the secretary reduced to "not more than \$2,500."

### THE NATIONAL BOWLING LEAGUE GAMES ON AT BALTIMORE.

Chicago's doughty bowlers left town at 3 o'clock this afternoon and swept down on Baltimore to take part in the tournament of the National Druggists' Bowling League. In the team are: Captain L. Bauer, George R. Baker, L. K. Waldron, Dr. G. A. Thomas, C. A. Storer, H. W. Medbery and C. A. Matthews. They expect to bowl on the 18th, 19th and 20th. The men on the team will make a strong effort to have some central point selected for the next tournament. The team has gone East three times, and the Eastern men have been to Chicago only once.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, April 20, 1901.

**T**HE movement in the several departments of drugs and chemicals has continued satisfactory, and it is noted that the bulk of the transactions has been free from speculative influences. Prices are generally well maintained on most lines, and where changes in values have occurred the majority have been in favor of holders. With the opening of the coming month the volume of business is likely to show a material increase from both city and country, and some speculative interest is expected to develop. Opium has maintained its firm position, while quinine is unchanged, though values may be said to be easier. The principal fluctuations of the past fortnight are named below:

HIGHER.	LOWER.
Opium,	Oil sassafras,
Oil peppermint,	Menthol,
Oil cubebs,	Oil anise,
Oil cedar,	Oil cassia,
Haarlem oil,	Oil pimento,
Oil geranium,	Balsam tolu,
Quicksilver,	Saffron, Valencia,
Salicylic acid,	Spermaceet,
Aconite root,	Golden seal root,
Cantharides,	Poppy seed,
Grains of paradise,	Sarsaparilla,
Guarana,	Tannic acid,
Parlera brava,	Nitrate silver.
Yellow mustard seed,	
Thymol.	

### DRUGS.

Alcohol is maintained in firm position by the trust managers and there is a fair output into channels of consumption at the range of \$2.45 to \$2.47, usual terms. Wood shows no special variation, 95 per cent, being in good demand at 60c.

Arnica flowers continue to offer at 10c to 11c, but only small parcels are at present inquired for.

**Balsams.**—Copaiba, Central American, is maintained upon a steady basis, the demand being met at 38c to 40c; Para continues to offer at 48c to 50c. Fir is momentarily neglected and quotations are nominal at \$2.70 to \$2.75 for Canada and 65c to 70c for Oregon. Tolu is pressing for sale and prices have dropped a notch, 28c to 30c being now named as to quantity and quality. Peru is scarce, but in the absence of important demand prices are without change.

**Barks.**—Angostura continues scarce and the limit has been advanced to 20c. Sassafras is easier in producing markets and holders are less firm in their views, though continuing to quote 8c. to 10½c. Soap is lower in some instances, holders offering at 3¼c to 3½c for whole, and 5 to 5½c for crushed; competition is more responsible for the apparent weakness than actual conditions of supply and demand, since this is the season of largest consumption and the demand is increasing.

Buchu leaves are well maintained at 30c to 34c, though recent advices from the London market indicate a downward tendency.

Cacao butter is not inquired for to any extent and business is slack, with quotations nominally unchanged at 32c to 33c for bulk and 40c to 43c for cakes in 12-pound boxes.

Cantharides continue in demand and with the supply less plentiful prices are steadily maintained at the range of 63c to 65c for prime Russian and 58c to 60c for Chinese.

Cassia buds are inquired for to a limited extent only, but the market is well sustained upon the basis of 24c to 25c.

Coca leaves are scarce and prices are advancing. Truxillo is held to-day at 22c to 25c, while for Huanuco 30c to 35c is

asked. Values of the last named in primary markets have, it is reported, advanced about 20 per cent.

Cocaine is maintained in firm position in sympathy with the position of the crude material, which is advancing at producing points; sales at \$5 to \$5.25.

Colocynth apples are without quotable change, but in the absence of important demand offerings are more free at 38c to 42c for Trieste, and 15c to 16c for Spanish, as to quality and quantity.

Coumarin is offered more freely owing to lack of demand and competition, and some holders are willing to sell at \$5.00.

Cubeb berries have developed no action of consequence and the market is quiet at the range of 12c to 13c as to quality and quantity.

Cuttlefish bone offers more freely, but the demand is of a limited character and quotations remain unchanged at 23c to 25c for prime Trieste, 85c to 90c for jewelers' large, and 38c to 40c for small.

Ergot is showing a firmer tendency, late advices from primary markets showing light stocks and an improvement in prices, while supplies of Russian offer in some instances in this market a fraction below the established quotation; prices are on the whole well sustained, 58c to 60c being named for Spanish.

Grains of Paradise have shown an upward tendency and holders are firmer in their views at an advance to 22c to 25c, though a lot or two might yet be picked up at the previous price of 20c.

Guarana is in limited supply, and with the available stock somewhat closely concentrated and in demand, nothing is now offered below 50c.

Haarlem oil is higher, being now quoted at \$2.75 to \$3.00, though we hear of a few sales at \$2.60. Spot supplies are extremely light, one large handler being sold out for the moment.

Juniper berries remain quiet, but the market appears steady, with 2¼c to 3c asked.

Lycopodium offers more freely at a decline from previous prices, ordinary being quoted 49c to 50c, and Pollitz 51c to 52c.

Menthol has weakened a trifle in the face of seasonable dullness, and the reduced quotations of dealers are \$4.10 to \$4.15, with parcels to arrive offered at \$4.00.

Opium has been in better demand during the interval and the market has strengthened materially under the influence of strong cables from Smyrna and London. All the principal holders have advanced their quotations to \$3.30 for single cases and \$3.21½ for broken lots. Powdered has been advanced to \$4.25 to \$4.35, as to quality and quantity. Buyers and holders are, however, still somewhat apart in their views, and the upward turn of the market has not stimulated large buying. The trade being seemingly in some doubt as to the permanency of the higher figures, buyers are proceeding cautiously, some viewing the quotations as the result of speculative operations in Smyrna.

Prickly ash berries are exceedingly scarce, and the small available supply is closely concentrated and under good control, being held at the high figure of \$1.10.

Quinine since last report has been dull and featureless, and we have no change to report in manufacturers' quotations. Outside holders are firmer in their views, but the demand seldom rises above jobbing proportions, and the sales of leading German brands from second hands have been at 81½c to 32c, and Java 30½c to 31c.

Saffron, Valencia, is somewhat easier and the inside quotation has been reduced to \$7, with up to \$7.50 named for broken lots.

Santonin continues in strong position, with values well sustained at the range of \$5.20 to \$5.25 for crystals, and \$5.30 to \$5.35 for powdered, as to quantity. Crude material is reported scarce, and it is intimated that higher prices will yet prevail. The production of this article is under the con-

trol of Russian manufacturers, who maintain a practical monopoly of the output.

Senna is in good consuming demand and steady at the range of 10c to 12c for natural Alexandria, 18c to 20c for garbled and sifted, 6½c to 7c for broken, and 5c to 14c for the various grades of Tinnevely.

Spermaceti is lower owing to lessened demand, and block is now quoted at 28½c to 29c, and cakes 29½c to 30c.

Sugar of milk, powdered domestic, continues in good request and the market is well sustained at 12c to 13c.

Vanilla beans, Tahiti, are scarce on the spot and higher prices are asked for the limited available supply, \$2.10 to \$2.25 being named.

### CHEMICALS.

Acetanilid continues in moderate demand and firm at the old range of 21c to 22c; the bulk of the movement is on contract orders from large consumers.

Acetate of lime continues in moderate demand and firm at the range of \$1.05 to \$1.10 for brown and \$1.55 to \$1.60 for gray.

Arsenic, white, is slow of sale, but prices are steadily maintained at 4½c to 4¾c as to brand and quantity.

Bleaching powder continues to realize \$1.62½ to \$2.10, with occasional outside lots pressing for sale at a concession from these figures.

Blue vitriol is unsettled as a result of competition and sales in a large way have been making at 5c.

Boric acid is well sustained and a fair demand is reported at manufacturers' quotations, or say 10¾c to 11¼c for crystals and 11¼ to 11¾c for powdered, as to quantity.

Carbolic acid has continued quiet, but holders are not urging supplies under 23c to 24c for crystals in bulk and 28c to 29c in pound bottles.

Chlorate of potash is without important change; moderate sales reported at quotations.

Cream Tartar is steady and in fair demand at 20c for powdered, the quotation of leading manufacturers without regard to quantity.

Nitrate of silver has declined in the interval, 39¼c to 41c being now named as to quantity.

Oxalic acid is steady and in moderate demand at 5½c to 6c; most of the transactions reported are on contract deliveries.

Quicksilver has been advanced and is now held at 86½c to 67½c as to quantity and seller. Mercurial preparations are as yet uninfluenced, the leading manufacturers continuing to quote the old range of 41c to 42c for blue pill, 86c to 88c for calomel, 77c to 79c for corrosive sublimate, 46c to 47c for ointment ½, 37c to 38c for 1-3, 96c to 98c for red precipitate, and \$1.01 to \$1.03 for white.

Saltpetre, crude, has been reduced to 3.30c to 3.35c as to quantity. Refined continues held at 4¾c to 5½c.

Sodium hyposulphite is passing out in moderate quantities into channels of consumption, and values are well maintained at \$1.30 to \$2 in casks and \$2.10 to \$2.35 in kegs.

### ESSENTIAL OILS.

Anise continues dull and neglected, and with holders competing for business quotations have been reduced to \$1.32½ to \$1.35, and it is intimated that the inside figure could probably be shaded on a firm bid.

Bergamot is passing out to the trade in limited quantities at steady prices.

Cassia is dull and neglected, and holders are easier in their views, with spot quotations barely steady at the recent decline to 80c to 82½c for 75 to 80 per cent. and 70c to 72½c for lower grades.

Camphor is held with increased firmness, but prices are not quotably higher.

Cedar, pure red, is higher, nothing now offering under 20c.

Cubebs have advanced in sympathy with the improved position of berries, and the revised quotations are \$1.05 to \$1.15.

Eucalyptus, Australian, is steady and in moderate demand, with recent sales at 85c to 60c as to quality and quantity.

Geranium, Turkish, is scarce and higher prices are asked for the better grades, which are now quoted \$3.75 to \$4.25.

Pennyroyal does not change from \$1.05 to \$1.15; a moderate distributive trade is reported.

Peppermint continues to meet with free attention from the trade and the market is firm and values are tending upward, with pure in bulk quoted \$1.15 to \$1.25; H. G. H. has been marked up to \$1.40 to \$1.45.

Pimento is offered more freely and prices have declined to the range of \$1.80 to \$1.90.

Sassafras has developed an easier feeling and quotations are lower for both natural and artificial, which are quoted respectively 35c to 36c and 81c to 82c.

Wintergreen is without improvement. The selling value for both natural and artificial is, however, unchanged.

### GUMS.

Aloe continues held in firm position and we have no price changes to report.

Arabic of the various grades is quiet, but there is no pressure to realize; for first picked, 45c to 55c is asked, and for sorts, 14½c to 15c.

Asafetida is in better supply and quotations have been reduced to the range of 30c to 40c, as to quantity and quality.

Benzoin is reported scarce and prices are well maintained at the range of 27c to 35c for Sumatra and 90c to \$1.00 for Siam.

Camphor is maintained at the previous range of 60½c to 61c for bulk, and in a jobbing way there is seemingly a good outlet for supplies.

Chicle shows no action of any consequence, but supplies are held with some show of firmness at 40c.

Senegal is held and selling fairly at the previous range of 15c to 24c for the various grades of picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth is maintained at the full previous range of 65c to 75c for first Aleppo, 50c to 60c for second, 75c to 85c for first Turkey, 50c to 55c for second, and 40c to 45c for third.

### ROOTS.

Aconite is in limited supply, and this, coupled with stronger advices from primary sources, has caused an advance in spot quotations to 14c to 15c.

Dandelion has been in active demand for consumption, and there has been a fair jobbing business at 7½c to 8c.

Gentian is reported scarcer abroad and the spot market is very firm, with current transactions at 3¾c to 4c.

Golden seal continues neglected and on the downward grade, and spot quotations have declined to 50c to 51c.

Ipecac is momentarily neglected, and we hear of jobbing sales only at the previous range of \$2.95 to \$3.05.

Jalap is firmer and a shade higher. While offered in some quarters at 13c to 14c, as to quality and quantity, the principal holders have withdrawn from the market. Stocks in Mexico are much contracted, and the foreign markets are cabled stronger.

Pariera Brava is in reduced supply and the market is firmer, with quotations marked up to 11c to 12c.

Wahoo, bark of root, is in reduced stock and offered sparingly at 18c to 20c.

### SEEDS.

The market for druggists' seeds has been very quiet and there is little new or interesting to report in any line, the bulk of the buying being limited to jobbing quantities. Poppy has weakened under the influence of increased supplies and light demand, and is quoted at a decline of 4½c to 7c. Rape is lower, the revised prices for German being 3¾c to 3½c, and domestic 3c to 3¾c. Caraway has weakened in the interval in sympathy with primary markets, and we now quote 6½c to 6¾c for Dutch. Strophanthus has eased off a trifle, quotations for the Kombe variety being now \$1.25 to \$1.50, while Hispidus is held at 30c to 35c. Mustard is firmer for all varieties, yellow California showing an advance to 6½c to 6¾c, and English 6½c to 7c. Colchicum is higher at 75c to 80c. Wormseed, American, is extremely scarce, and nothing offers under 8c.



## THE KNIGHTS OF THE ROAD.

### Notes of the Traveling Salesmen.

**Boston.**—H. W. Thomas, representing F. R. Arnold & Co., recently made a flying trip to the Hub, but, like everything he does, it was to the point.

F. S. Mason, the American representative for Chapeau-teaut, Paris, was cordially received by the trade during his recent visit.

E. W. Staples has been doing good work for the Pond's Extract Co., New York. The weather in no way dampened his ardor.

E. Bensinger has been the rounds showing the good points in the sponges supplied by Smith, Kline & French Co. His orders prove his arguments most convincing.

W. H. Argy manages his work with the skill of the expert. His recent canvass of this section for Hance Bros., and White, of Philadelphia, demonstrates it.

H. Heineman, the able representative of Bauer & Black, Chicago, has been in town and reports a lively spring trade.

E. E. Howard has a way pleasing to his customers and profitable to his firm, the Norwich Pharmacy Co. We are always glad to see him.

W. D. Shattuck is one of the busy corps hustling for Parker, Stearns & Sutton, New York. His latest visit was on the usual order. He came and conquered.

Mr. Kutnow, of the Kutnow Effervescent Salt fame, honored the Hub with a visit last week.

Will Lowe is always with us. This genial agent for Fries Bros. has established for himself a most gratifying record.

Clifford G. Maynard, for a year and a half Vermont representative of the H. K. Mulford Company of Philadelphia, has been engaged by the Eastern Drug Company, of Boston, as State agent in Maine, and will begin his duties with the new company Monday. He will have headquarters in Portland.

That old reliable, Rudolph Wirth, has been with us again. He places quantities of goods for E. Fougere & Co., of New York.

L. Salazaar's specialty is Mariani wine, and he sold a goodly quantity during his last trip.

B. C. Davis, all the way from St. Louis, has been with us. He represents the Cystogen Co., of St. Louis, and does it with rare skill.

T. M. Stewart has been taking the temperature of the trade in this classic city. Of course he did it with the thermometers of R. Hoehn & Co., of New York.

W. B. Glynn, from Saxton's River, Vt., descended upon this place a few days ago. He was looking for coughs and recommending Glynn's cough tablets.

Edwin McGill is another new knight. He carries the grip for Lehn & Fink, of New York, and did a good business on his last trip here.

W. S. Hyneman, representing Bauer & Black, of Chicago, has been visiting the trade hereabouts and met with much success.

**Rochester.**—Dr. A. H. Still looked in upon us recently. He represents the Phenalgin Co., of New York, in an artistic manner.

E. M. Jewell, of Batavia, has sold his store to Leadly & Buell. Mr. Leadly has for the past three years been employed in the store he has just purchased, and through his careful attention to business and courteous treatment to his customers he has won the respect and confidence of his many friends, who wish him success. Mr. Buell is at present engaged by E. N. Rowell, box and carton manufacturer.

A. J. Trefethen is representing the R. T. Booth Co., of Ithaca, N. Y. He is making a specialty of Hyomei. Mr. Trefethen is one of those courteous gentlemen of whom there are many in his profession who are always welcome, no matter what article they may be trying to sell.

M. W. Joslyn comes to us from the Eastern Drug Company with a large and select line of their excellent preparations.

F. E. Marvin reached Rochester on the 14th inst. and spent several days here interviewing the druggists in the interests of Colgate & Company.

F. L. Washbourne is still keeping the firm of W. J. Bush & Co. before the public. He spent a few days here the middle of the month and went away satisfied with the reception the Rochester trade accorded him.

U. J. Lang, the representative in this part of the world of Arlington Chemical Co., was another salesman who captured a part of the Rochester orders for January.

Another of the "boys" to whom the latch string is always out is W. F. Sohni, who, whether he comes in a balloon or in an automobile, is always welcome. He is still with the New York Paper Box Co.

O. M. Badgley reached us on the 16th, with samples from the firm of Charles Pfizer & Co.

Edwin M. Barrett's advent was heralded beforehand by a neat little announcement gotten up in excellent shape by the Hodgeman Rubber Co., whom he represents.

Mr. Sturtevant, of the firm of Leonsi, Clonney & Co., New York, who is now West, is due to call on us on his return trip, and is expected in this city the latter part of the month. He brings with him a full line of bleached and unbleached sponges of fine quality.

D. M. Wright, who has been in the employ of Billings, Clapp & Co. for several years, and who is one of our regular and looked-for callers, arrived this month on the 17th and put in several busy hours among his professional friends.

Wayte A. Raymond, who does the work of two and cares for the dual interests of Alfred H. Smith, importer of toilet brushes, and Schieffelin & Co., druggists' sundries department, hustled around town four or five days taking our orders for his goods.

O. J. Snow is now in town looking after the welfare of the firm of C. W. Snow & Co., of Syracuse.

C. F. Oddie is another visiting member of the fraternity now with us. He is with A. A. Stillwell, dealer in essential oils, &c., of New York.

John Paul Jones, Sharp & Dohme's New York State representative, is thoroughly up-to-date. Here is his latest postal:

#### FAME!

Teacher—One of the famous men in our history was John Paul Jones. Now, what did he do that made him famous?

Bright Pupil—Jones? Why, he paid the freight.

Please spring a Spring order on me at Edison Hotel, Schenectady, N. Y., April 15.

S. & D.

"Take a Chance."

Yours for fair,  
John Paul Jones.

**Buffalo.**—Two brothers on the road are taking in Buffalo at the same time. They are Charles J. Sohni, who sells sponges and chamols for Loudon & Hill, of Philadelphia, and W. F. Sohni, in the interest of the New York Paper Box Company.

M. Van Buskirk is one of the road men who has the staying qualities. He has already carried on that branch of business longer than most men stay in any calling. He is in Buffalo this week, selling perfumery for the Detroit house of E. N. Lightner & Co., in which employ he has spent several years.

A comparatively new man on the Buffalo drug route is Frank J. Roe, who looks after the interests of David E. Green & Co., in the sale of gums, etc. He spent the second week of April in the city.

E. B. Merriam, who has been taking in Buffalo somewhat occasionally of late for McKesson & Robbins, announces that he is to be a "regular" hereafter. He lately went over the route.

W. J. Fielding called on his many Buffalo customers about April 10 in the interest of the Upjohn Pill & Granule Company of Kalamazoo, and went away rejoicing.

B. I. Hicks, who has had the Buffalo drug route for a year or more in the interest of Lazell, Dalley & Co., is due in the city, and his customers are waiting for him.

Bauer, & Black, the Chicago plaster house, send to Buffalo their regular salesman, A. Bateman, who spent the early part of the month with us and sold the usual good list of goods.

H. H. Cheney sells the Dupont brushes for Glaezner Freres & Rheinbolt, of New York. He took in Buffalo early in the month and is now on the other end of his route.

**Philadelphia.**—Mr. Allan, of Wells & Richardson, is doing some good work in the introduction of Cereal Milk Food, a new preparation being marketed by his firm.

Charles M. Rich, of New York, has a representative here selling perfumery and soaps.

W. H. Casey, of the Michigan Drug Co., of Detroit, has been busy in behalf of his firm.

Jesse B. Lee, who represents C. C. Bartgis & Bro., the drug printers, of Baltimore, is working the trade in Philadelphia and reports good business.

Addison B. Willson has been appointed the Philadelphia agent for Stallman & Fulton, of New York, and that firm is to be congratulated in securing his services. Mr. Willson is well known to the trade here and we know of no one who is more thoroughly respected.

Oliver K. Stevenson, the N. Front street drug broker, has been seriously ill for the past twelve weeks, but last reports are to the effect that he is slowly convalescing.

A. M. Elsworth has been appointed selling agent for Reed Chemical Co., of Rochester, and is taking orders for Magnet Fly Paper.

John Gleichman, who has the good fortune to represent Rosengarten & Sons, recently left here on an extended business tour of the South and West.

W. P. Smith, of Thurston & Braidisch, the importers, of New York, has been with us showing some fine specimens of gums and Tonka beans.

The Vineland Grape Juice Co. have been very persistent in their endeavors to obtain more business in Philadelphia, and they now commence to feel that their work has not been in vain, for they have booked some large orders for future delivery.

A. M. Brienkle, who sells the Munyon remedies, says that business in Philadelphia seems to have increased since the Professor has removed his inner temple to New York.

The Emerson Drug Co., of Baltimore, have permitted T. S. Askew to again return to us, and we are all profiting by his energy.

The College Chemical Co. is a new firm to enter the field. They have taken the second floor at 610 Arch Street, where they will manufacture fine pharmaceuticals for the trade.

**Cincinnati.**—Horace Gruneberger, representing the Mallinckrodt Chemical Company, of St. Louis, was here this week.

Frank Pike, the genial hustler with Sharp & Dohme, is expected here this week. He is extremely popular in Cincinnati.

Dodge & Olcott, importers and dealers in essential oils, were represented here this week by George Beck, a popular hustler.

Mr. Rossiter, who sells chemicals made by Powers & Weightman, of Philadelphia, is now in the city taking orders for his reliable concern.

Col. Max Fuchs, who sells sponges and chamols skins for the Stein-Vogeler Company, of this city, is making an extended Western trip. He is doing a good business.

E. F. Stout, the clever travelling representative of the Crown Perfumery Company, of London, was a recent visitor to Cincinnati. He had a full line of late novelties that always interests the pharmacists.

Stallman & Fulton, the well-known New York importers, were represented here this week by C. T. Reeves.

C. T. Christian, one of the clever representatives of Sharp & Dohme, was a recent visitor to the Queen City.

**Chicago.**—A. G. Showers, who travels in Nebraska and Iowa for Morrison, Plummer & Co., is at the home office. He reports business as excellent in the West.

Dick Johnson, of Merck & Co., was in town recently, calling on manufacturers and jobbers. He went away with a bright smile and business must have been good.

Richard W. Phair, of R. W. Phair & Co., New York, was another visitor who visited the local trade recently and left with a pocketful of orders.

L. R. Dronberger, of the Mallinckrodt Chemical Co., is making the rounds of offices in Chicago.

T. A. Cobb has returned from a trip to the Pacific Coast.

Mr. Rossiter, who takes orders in Ohio and the West for Powers & Weightman, was here this week. His trade was good.

Frank Pike, who covers this territory for the well-known firm of Sharp & Dohme, was here last Sunday. He reports good business.

## HINTS TO BUYERS.

Oxide of zinc ground in fresh oil of sesame, benzoated, is offered by Robt. Shoemaker & Co., of Philadelphia. The article is offered to the trade in one pound covered jars at 50 cents.

We invite special attention to the advertisement of Cox & Co., of Boston, which will be found on the front cover. This concern is making a line of druggists' paper boxes, which is novel, attractive and economical.

Three excellent preparations for which there is a large prescription call are Nosophen, Antinosine and Eudoxine. The sole agents for the United States and Canada are Stallman & Fulton, of No. 10 Gold street, New York. Druggists should mention this paper when corresponding.

The Khotal, a Bunsen burner, which burns ordinary kerosene, has been found of great value for the soda fountain and the laboratory. It is sold to the trade at \$3.75. Address the Hydrocarbon Burner Co., 197 Fulton street, New York, and ask for descriptive catalogue No. 13.

Send for price-list and formulary to Gilpin, Langdon & Co., Baltimore, Md. The ground drugs offered by this house can be relied on as absolutely pure, those which depend upon alkaloids for their medicinal value being carefully assayed. When writing please mention the AMERICAN DRUGGIST.

That cute little drug mill made by A. W. Straub & Co., 3737 Filbert street, Philadelphia, is sent to druggists on ten days' trial. This mill will grind many difficult substances, and has been found of great practical value. Its extremely low price is one of its many points of attraction. Mention the AMERICAN DRUGGIST when writing to them.

The best and most profitable natural mineral water handled by the drug trade is Saratoga Vichy, bottled by the Saratoga Vichy Springs Co., of Saratoga Springs, N. Y. For gout, rheumatism, dyspepsia and all stomach troubles this table water is most beneficial. When you write for prices state where you saw this notice.

Pharmacists find that it pays them to keep a good, reliable tooth powder always in stock, and it is acknowledged that one of the best to be had is the Iatrol Tooth Powder, manufactured by the Bristol, Myers Co., of Brooklyn and New York. The trade is supplied through jobbers at \$2 per dozen. Mention this paper.

Smallpox has not yet closed its ravages, and druggists jealous of their standing with physicians and the public should handle the best vaccine. At Paris a medal and diploma was awarded the H. K. Mulford Co., of Philadelphia and Chicago, for its antitoxins and vaccines. Literature will be sent on request. Be sure and mention the AMERICAN DRUGGIST.

A tonic that has of late years become almost a household word is Pepto-Mangan ("Gude") and druggists are finding that it pays them to keep a full stock always on hand. Being a trade-mark the name is the exclusive property of the M. J. Breitenbach Co., of New York City, who should be written to for prices, etc.

A good steady sale is now being secured by many druggists for the various Antikamnia Preparations, which are made only by the Antikamnia Chemical Co., of St. Louis. When you write to them for their Antikamnia Tablets or Antikamnia Powdered do not forget to mention the source of your information.

Do you need help from headquarters to stimulate your sale of Lactopeptine? If you do, mention the AMERICAN DRUGGIST casually when you write to the New York Pharmacal Association, at Yonkers, N. Y., for their circular, "A Square Deal."

This will tell you how to obtain valuable advertising at the expense of the association.

Druggists have found that a satisfactory business is to be done in package whitening. The article offered by the Thomas Mfg. Co., of Baltimore, is put up in half-pound packages, retailing at 5 cents, upon which there is a substantial margin of profit. The English prepared chalk made by this house is now a standard in all parts of the country. The goods are sold by all jobbers.

Druggists who have not seen the new Perfecto ice cream soda dishing spoon offered by the Orandall & Godley Co., of New York, should look into it before beginning the summer season. The Perfecto fruit juices and crushed fruits made by the same company seem to grow in popularity with every season. The company's advertisement will be found on another page of this issue.

An excellent method of advertising by the druggist is by circularizing his territory constantly, and no medium is more useful for this than the Edison Oscillating Mimeograph (keyed), made by the A. B. Dick Co., of La Salle and Lake streets, Chicago. This machine duplicates typewriting quickly, and by it you can make 50 or more copies a minute. Write for further information and mention this paper.

New York City druggists, as well as many not in the metropolis, understand the meaning of the word "reciprocity." This explains the fact that a large proportion of the customers of Hearn, the big dry goods store of West Fourteenth street, are pharmacists. Hearn sells neither drugs, liquors, nor groceries, but the house does sell everything in dry goods.

A handsome case helps to sell attractive sundries. Druggists who watch the trend of events know that luxury needs to be well displayed. The Heyman Co., of Grand Rapids, Mich., manufacture the latest styles of show cases, cases that evidence the best workmanship, the finest finish, and are offered at the lowest prices. Send for their catalogue and price list, mentioning the AMERICAN DRUGGIST.

Of the many complexion preparations on the market druggists are beginning to realize that a wonderfully big demand has been created by the merits of Creme Simon, a glycerin cold cream used to soften and whiten the skin of the face and hands and give it a velvety appearance. J. Simon, of 18 Rue Grange Batellere, Paris, is the manufacturer, and when writing to your jobber mention this paper.

The tonic effects of a good champagne are recognized by the members of the medical profession, and this explains the success of the Great Western Champagne, the purity of which is guaranteed by the Pleasant Valley Wine Co., sole makers, of Rheims, N. Y. This champagne was the only gold medal winning American champagne at the Paris Exposition. Druggists should write for prices. Mention the AMERICAN DRUGGIST.

The balmy days of spring mean the beginning of soda water dispensing. Trade at the fountain can be increased by the use of Coca-Cola, which has jumped into a wonderful popularity. It is claimed to be a delicious, refreshing beverage. Write to any branch—Chicago, Philadelphia, Los Angeles, Atlanta or Dallas, for advertising matter, and mention the AMERICAN DRUGGIST.

With the way in which the modern druggist is spreading out, it is not to be wondered at that the Chocolate Cooler Co., of Grand Rapids, Mich., finds the pharmacist one of its largest customers. Its line of ice-cream cabinets for use at soda fountains and of storage refrigerators appeals particularly to the trade. Write for catalogue and prices and state where you saw the advertisement.

It was in 1873-4 that E. S. Wells, No. 710-712 Grand street, Jersey City, began the manufacture of "Rough on Rats." This obtained such a wonderful reputation, and the other "Rough On" preparations, which he followed it with, proved so efficacious for the various purposes for which they were made that there are now few druggists in the country who do not carry the entire line. Write for further particulars, mentioning this journal.

The scientific and practical finger cots made by the Huron Rubber Co., of Cleveland, Ohio, are finding ready sale on the druggist's counter. They are as cheap and better than the old style finger cots. The thin lower portion clings to the finger where the pressure is not felt, while the tip, which is of double thickness, gives protection where it is most needed, without coming into contact with the finger tip. Write for a sample and mention this paper.

Artistic furniture about your soda water fountain is quite as essential as a handsome fountain. The Chicago Wire Chair Company offers indestructible steel wire chairs, table and soda fountain stools, which will last a life-time without repairs. It will make your place attractive and draw trade. Write for prices to the Chicago Wire Chair Co., 180 Illinois street, Chicago, or to C. B. Beardsley, 136 Liberty street, New York, mentioning this paper.

Abbott's Saline Laxative is the only preparation of the kind advertised exclusively to the medical profession. As a result 15,000 physicians are now prescribing and recommending it and the number is rapidly increasing. The druggist therefore finds it a ready seller. It is never dead stock. When you send your orders to the Abbott Alkaloidal Co., Ravenswood Station, Chicago; 93 Broad street, New York; or the Phelan Block, San Francisco, be sure and mention this paper.

There is a most alluring profit to the druggist in the sale of the Arnold milk sterilizer and Pasteurizer, and at the same time pushing their sale means a distinct protection that no mother can afford to ignore. There should be an efficient sterilizer in every house where there is a baby to feed artificially, whether milk is given alone or in connection with some prepared food. A full line of advertising goes with the goods and it will pay the druggist who mentions this paper when he writes for further particulars to Wikmot, Castle & Co., 28 Elm street, Rochester, N. Y.

When soda water is well made and presentably served it has an invigorating and refreshing effect that is truly effervescent. This, to some extent, accounts for so many bright, witty and brilliant American women, for the women of our country are great lovers of this beverage, and they are noted the world over for the trait mentioned. Carbonic beverages were first commercially introduced in this country in the early 30's, and have steadily grown in popularity ever since. It is now no longer a little side issue with business men, but a great industry yielding millions of dollars yearly to dispensers. Yet in order to get the best results it must be served frigid as a glacier's blood and delicious as heaven's nectar. This can be done by using the best dispensing apparatus, and it is claimed by the Liquid Carbonic Acid Mfg. Co., whose offices are in New York, Chicago, Pittsburg, Cincinnati, St. Louis, Milwaukee and Baltimore, that you don't have to seek long in their salesrooms before you find the best. Mention the AMERICAN DRUGGIST when writing.

### Medical Batteries.

A line of medical batteries for the use of physicians and others, ranging in price from \$4.00 to \$12.00, is made by P. G. Williams, 12 Vesey street, New York. The advertisement will be found on the back cover of this issue, but it should be noted that the price of the Improved Red Cross Battery is \$4.00 and not \$3.50, as there stated. These batteries are constructed from the best material, and operated by dry cells. They can be relied upon to be perfect in every particular.

### Intelligent Druggists.

The average druggist is credited by the public as being a man of more than ordinary intelligence and much is expected of him. He selects with the greatest care his drugs and chemicals, always looking for the best the country will produce; he studies the many points which will make his pharmacy attractive; he schools himself to be able to answer intelligently the many questions that are put to him by his customers, being frequently asked to give his opinion as to the merit of certain articles, and upon his recommendation more than half of his clients place their whole confidence.

No druggist will intentionally allow this confidence to be shaken, but many fail to bear in mind the fact that the highest priced article is not necessarily the best. Almost every druggist can apply the simple volumetric tests such as are necessary to determine the purity of such articles as lime juice, for instance. This substance should contain from 7 to 7½ per cent. of citric acid, but a volumetric examination will show that several popular brands contain only 5 per cent. of the acid, showing a dilution of 80 to 83 per cent., which is a very serious matter when it is applied to the price as well as to the quality. Aside from the acid contents of lime juice it should contain its straw color and not redden on keeping. We are informed that the Massachusetts Board of Health take the "Montserrat" Lime Fruit Juice as the standard, which is pressed from limes cultivated in the island of Montserrat, and bottled in England.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, MAY 13, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Lic. Phar., Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE, PIERSON, Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office, \$1.50

Foreign Countries, 2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### A POLICY OF EVASION.

THE Proprietary Association of America has again met in annual convention, and after two days of discussion and deliberation, and the adoption of certain more or less definitive resolutions relating to the future conduct of its affairs, has again retired from the public view.

This association, whose membership represents a majority, perhaps, of the leading manufacturers of proprietary medicines in the United States, has a special interest for the retail drug trade, particularly at the present moment, when so much attention is being focussed on the working of the tripartite agreement between it and the National Wholesale Druggists' Association and the National Association of Retail Druggists for the regulation of the sale of proprietary remedies. The Proprietary Association is, or should be, alive to the importance of cultivating the entire good will of the retail trade as the natural distributors, after the jobber, of the articles manufactured by its members. As a representative association the P. A. of A. is expected to speak with some authority on all matters pertaining to the welfare, or advancement, or protection of the business interests of its members, and to regulate within certain limits the general conduct of the proprietary medicine trade. These are some of the things one should expect to come properly within the province of an association of the character and influence of the Proprietary Association of America.

But these expectations have yet to be realized. As a concrete example of the failure of the Proprietary Association to rise to the expectations of its friends one need only point to the sum of the business transacted by it during the past year, as revealed by the reports of its committees, and to its treatment of the petitions or memorials laid before it by retail associations at the annual meeting which closed in New York on May 2.

The representatives of the retail associations—National, State and local—invoked the aid of the Proprietary Association for a strengthening of the N. A. R. D. plan, and asked its indorsement of a specific means of strengthening this plan, which has been demonstrated to work successfully wherever it has been tried. How has the association met the demand upon it, and how have the retailers fared at its hands?

No one can read the terms of the resolutions adopted by the Proprietary Association disposing of the memorials of the retail associations without reaching the conclusion that the manufacturers of proprietary remedies represented in this association are agreed upon a policy of evasion. It is evident that the retail druggists of the country need look for no assistance from the Proprietary Association of America as an association; for if the action taken at this meeting means anything it means that the associa-

tion declines to commit itself to any conclusive line of policy with regard to the regulation of either the price or the sale of proprietary medicines.

While the association, as an association, never leaves its position in doubt where the subject of legislation obnoxious to its interests is concerned, in the matter of regulating the price and sale of the articles manufactured by its membership the case appears wholly different. The history of the association shows that it has steadfastly refused to place itself on record in any definite way regarding the adoption of trade regulations which have to do with the maintenance of a fixed price by the retailers. Recommendations to its members it has made in plenty, but these carry little weight and are generally estimated at their true value.

The attitude of the proprietors toward the N. A. R. D. plan, as to its success or failure, seems to be one of indifference, and the retailers who so persistently sought the indorsement of the Proprietary Association for the Worcester plan at the recent meeting were manifestly bore-some, and it caused no surprise when closure was resorted to by the fatigued manufacturers in the shape of frequent adjournments to "executive session," to the exclusion of the tiresome retailer and other outside parties.

Since it has been fairly well established that the "recommendations" of the Proprietary Association to its individual members yield small results, a change of venue is indicated, and it is not at all unlikely that in the future "recommendations" to individual firms of proprietary medicine manufacturers will issue from the National Association of Retail Druggists, which will then at the same time be in a position to test the value of its chain of local organizations, which, by the way, are rather poorly thought of by the Proprietary Association.

It is anticipated that the Worcester plan will be the main topic of discussion at the forthcoming annual meeting of the National Association of Retail Druggists, to be held at Buffalo, N. Y., next October, and the outcome of this meeting will be awaited with much interest by all branches of the trade.

### THE STATE PHARMACY LAW AMENDED.

**D**ESPITE all the efforts of the local pharmaceutical associations to prevent the new pharmacy law for New York State being amended in any particular until the State Pharmaceutical Association had approved such action, the Costello Bill, which was erroneously reported killed by various pharmaceutical legislators of eminence in this vicinity, has become law, Governor Odell having signed the bill on the 6th inst. By this amendment to the pharmacy law, physicians are allowed to dispense medicines and the sale of domestic remedies and culinary extracts by unlicensed persons is permitted, while any of the divisions of the State Board is allowed to grant a permit to compound medicines to persons having experience in dealing in drugs, medicines and poisons, without examination, on payment of a \$3.00 fee each year. This provisional license is limited to the village or place in which the

licentiate resides, and the license is limited to cover the sale of certain drugs or medicines and kinds or classes of poisons.

### AS TO A JOURNAL OF THE A. PH. A.

**I**T is not without interest and it may prove profitable to note that at that particular juncture when the project of offering for sale the organ of the Pharmaceutical Society of Great Britain is being discussed in England, a proposal has been advanced on this side the Atlantic to establish an organ of the American Pharmaceutical Association. While this latter proposal is undoubtedly advanced in all seriousness with a view to the good of the association it seems impossible that any one who has carefully studied the history of pharmaceutical journalism in this country and in England could avoid the conclusion that the publication of an organ is an expensive luxury.

The *Pharmaceutical Journal* was bequeathed to the society by its founder, Jacob Bell, over fifty years ago. Until within a few years it was devoted exclusively to a discussion of the scientific and ethical aspects of pharmacy, and its cost to the society was from \$8,000 to \$10,000 per annum in excess of its receipts. With the hope of popularizing the periodical its scope was enlarged several years ago so as to embrace market reports, news of trade matters, etc. Since that change was made the deficit has grown to something like \$20,000 to \$25,000 annually, a sum which is about three times the total income of the American Pharmaceutical Association. To make good this deficiency the society has been compelled to increase the examination fee from \$10 (for the minor or qualifying examination) to \$30, and the possibility is under consideration of still further raising it. And just here is a most radical difference between the association of Great Britain and that of America, for the former is a governing body having charge of the licensing of pharmacists and receiving the fees from these licenses as well as the funds accruing from fines. With this large fund to fall back upon, with all the moral weight accruing to the *Journal* as the official organ of the licensing body, and with fifty years of experience our British brethren of the pestle have not succeeded in making the *Journal* self-supporting. Is it at all probable that we could succeed where our English brethren have failed with all the differences in existing conditions in their favor?

Moreover, we already have in the United States in the *American Journal of Pharmacy* a high-class scientific journal occupying precisely that field which the proposed *Journal* would probably occupy, though it is the organ of a college and not of an association, and an effort to cover the same or a similar field by another journal would surely prove a most expensive and probably even a disastrous experiment. The A. Ph. A. needs rejuvenation and needs to economize. Its officers, with the exception of the Reporter, are too highly paid. Offices in such are posts of honor—not of profit—and those who do not deem the honor sufficient emolument might well give way to such as do.



## Prize Paper.

*The subjoined paper has been adjudged worthy of the \$10 prize offered in the Prize Essay Competition, the closing of which was announced in our issue of March 25, and a check for the amount has accordingly been mailed to the writer of the essay.*

### SOLUBLE EXTRACTS OF GINGER ALE.

BY JOHN A. FOOTE.

Washington, D. C.

THE frequent calls in the drug journals for practicable working formulas for soluble extract of Ginger Ale are witness to the fact that the retail druggist realizes that he can make this preparation for use at his soda fountain quite as well as the large manufacturers, and thereby save the difference between the cost of materials, which is but nominal, and the somewhat exorbitant price of the finished extract. Other druggists, who manufacture flavoring extracts, are frequently called upon by bottlers for a stronger ginger ale extract than that used at soda fountains, which shall be soluble, and shall produce no ropiness or cloudiness in the finished ginger ale.

The pungent principle of ginger is a resin, or resinous extractive, while the peculiar flavoring principle is a volatile oil. In the National Formulary extract, which is just one-half the strength of the Fluid Extract of Ginger, U. S. P., the resinous principle is almost entirely precipitated, and this gives an extract of a delicate flavor, but of little pungency. It is next to impossible to obtain a soluble ginger extract in a more concentrated form than this, and still preserve the characteristic flavor. Modern manufacturers of extracts supply the wanting pungency with capsicum; and in the extracts which are to be used in the proportion of one ounce to a gallon of syrup, there is a minimum of ginger and a maximum of capsicum, cleverly disguised with other flavoring materials.

I give below three formulas; the first is intended for soda fountain use, the second is a "cheap" extract for the bottlers who want a one ounce to the gallon extract; and the third is a bottlers' extract to be used in the proportion of three ounces to a gallon of syrup. This latter is a most satisfactory extract, and has been sold with most creditable results, both as to clearness of the finished ginger ale and delicacy of flavor.

It will be noted that in these formulas oleoresin of ginger is used in addition to the powdered root. Those who do not mind the additional expense might use one-fourth of the same quantity of volatile oil of ginger instead. This should develop an excellent flavor, since the oil is approximately sixteen times as strong as the oleoresin, and has the additional advantage of being free from resinous extractive.

The following are the formulas:

#### SOLUBLE EXTRACT OF GINGER FOR SODA FOUNTAIN USE.

(To be used in the proportion of 4 ounces of extract to 1 gallon of syrup.)

Jamalca ginger, in fine powder.....lb. 8  
Capsicum, in fine powder.....oz. 6  
Alcohol, a sufficient quantity.

Mix the powders intimately, moisten them with a sufficient quantity of alcohol, and set aside for four hours. Pack in a cylindrical percolator and percolate with alcohol until 10 pints of percolate have resulted. Place the percolate in a bottle of the capacity of 16 pints, and add to it 2 fluid drachms of oleoresin of ginger; shake, add 2½ pounds of finely powdered pumice stone, and agitate thoroughly, at intervals of one-half hour for twelve hours. Then add 14 pints of water in quantities of 1 pint at each addition, shaking briskly meanwhile. This part of

the operation is most important. Set the mixture aside for twenty-four hours, agitating it strongly every hour or so during that period. Then take:

Oil of lemon.....fl. oz. 1½  
Oil of rose (or geranium).....fl. drams 8  
Oil of bergamot.....fl. drams 2  
Oil of cinnamon.....fl. drams 8  
Magnesium carbonate.....fl. oz. 8

Rub the oils with the magnesia in a large mortar and add nine ounces of the clear portion of the ginger mixture to which has been previously added 2 ounces of alcohol, and continue trituration, rinsing out the mortar with the ginger mixture. Pass the ginger mixture through a double filter, and add through the filter the mixture of oils and magnesia. Finally pass enough water through the filter to make the resulting product measure 24 pints, or 3 gallons. If the operator should desire an extract of more or less pungency, he may obtain his desired effect by increasing or decreasing the quantity of powdered capsicum in the formula.

#### SOLUBLE EXTRACT OF GINGER ALE FOR BOTTLERS' USE.

(Formula No. 2, to be used in the proportion of 1 ounce to 1 gallon of syrup.)

Ginger, in moderately fine powder.....lb. 6  
Capsicum, in fine powder.....lb. 2½  
Alcohol, a sufficient quantity.

Mix, and moisten the powder with 3 pints of alcohol, and set aside in a suitable vessel for four hours. Then pack the powder firmly in a cylindrical percolator, and percolate until 6 pints of extract are obtained. Set this mixture aside, and label Percolate No. 1, and continue the percolation with 1½ pints of alcohol mixed with 1½ pints of water. Set the resultant tincture aside, and label Percolate No. 2.

Take: Oleoresin ginger, fl. oz. 5, and add to Percolate No. 1. Then take:

Oil of lemon.....fl. oz. 1½  
Oil of cinnamon.....fl. oz. 1  
Oil of geranium.....fl. oz. ½  
Magnesium carbonate.....oz. 8

Triturate the oils with the magnesia, add gradually Percolate No. 2, and set aside. Then place Percolate No. 1 in a large bottle, add 3¼ pounds of finely powdered pumice stone, and shake at intervals of half an hour for six hours. This being completed, add the mixture of oils, and later 10 pints of water in quantities of ½ a pint at a time, shaking vigorously after each solution. Let the mixture stand for twenty-four hours, shaking it at intervals, and then pass it through a doubled filter. Finally add enough water through the filter to make the product measure 24 pints, or 3 gallons.

#### SOLUBLE EXTRACT OF GINGER ALE FOR BOTTLERS' USE.

(Formula No. 3, to be used in proportion of 3 ounces in 1 gallon of syrup.)

Ginger, in moderately fine powder.....lb. 8  
Capsicum, in moderately fine powder.....lb. 2  
Alcohol, q. s.

Mix: Moisten with alcohol, and set aside as in the preceding formula. Then percolate with alcohol until 10 pints of extract are obtained. To this add oleoresin of ginger 3 drams, and place in a large bottle. Add 2½ pounds of powdered pumice stone, and shake as directed for Formula No. 1. Then add 14 pints of water in quantities of 1 pint at a time, shaking vigorously after each addition. Set the mixture aside for twenty-four hours, shaking at intervals. Then take:

Oil of lemon.....fl. oz. 1½  
Oil of geranium.....fl. oz. ½  
Oil of cinnamon.....fl. drams 8  
Magnesia carbonate.....oz. 8

Rub these in a mortar with the magnesia, and add 9 ounces of the clear portion of the ginger mixture mixed

with 2 ounces of alcohol, rubbing the mixture until it becomes smooth. Prepare a double filter, and filter the ginger mixture, adding through the filter the mixture of oils and magnesia. Finally add enough water through the filter to make the final product measure 24 pints, or 3 gallons.

If these formulas are properly manipulated the extracts should keep for a reasonable length of time without a precipitate. If, however, a precipitate occur, after the extract has stood for a week, it should be refiltered.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

## ACCOUNTING, BOOK-KEEPING, AND FINANCIAL—Continued.

### PART II.

#### A SYSTEM OF ACCOUNTING FOR RETAIL DRUGGISTS.

**I**N devising a system of accounting for the retail drug business the first consideration must be the adequacy of the system. It must be wholly informing to the proprietor of all the facts necessary to the intelligent and successful management of his business; and the system must be economical; involving the least amount of labor compatible with satisfactory results.

#### NECESSARY FACTS TO KNOW.

The principal facts that are necessary for the merchant to know about his business are:

- The amount of cash business done;
- The amount of credit business transacted;
- The cost of the merchandise bought;
- The gross, and net profit of the trading;
- The cost of conducting the business, or expenses;
- What he owns, what he owes, and what is due him.

#### SEPARATE ACCOUNTS.

In addition to these facts it may be desirable to keep a separate account of soda water sales and disbursements, and perhaps of cigars as well; it is inexpedient to go further than this unless distinctive side lines are carried—as books, wall paper, jewelry, etc., as is sometimes the case in small towns. Keeping a separate account with special departments of the business adds greatly to the book-keeping, and unless the department is of such a nature that the purchases of stock for it may be easily kept separate from the bills for general stock the result will not be accurate. The sales of any department may be kept separate, and the gross amount of business done by the department ascertained, and the profits estimated; but exact results would require that each department be charged with its proportionate share of the operating expenses—e. g., rent, light, heat, attendance, etc., which would mean an endless amount of labor.

Checks or vouchers should be used for the original entries of the transactions of the business; they are labor saving and admit of a more thorough systematizing of the transactions than do the ordinary day book and journal.

Where a cash register is used the charge slips that are furnished to the users of the key machine are all that is necessary for recording the different transactions. The cash register is a wonderful systematizer of business for the retail merchant, and has given many men their first lessons in business system. Where the business done is under fifty dollars a day, a cash register should be used, and where the business is more than this, it will be found economical to employ a cashier, who will also attend to the book-keeping. This will relieve the proprietor of much of the drudgery of office work, and give him more time to devote to the planning and pushing necessary for the growth and expansion of his business.

#### OUTLINE OF SYSTEM.

The following is a system of accounting that may be adapted to either a large or a small business:

**Original Entries.**—A record of every transaction to be made on slips or checks. These checks may be of a different color for each class of transaction. The transactions are to be classed as "Credit Sale" or "charge," "Cash Received on Account," "Cash Paid Out" and "Cash Sale." Where a cash register is used it will not be necessary to use the cash sale checks. It will be found desirable to have a printed heading on the checks with the firm name and the class of transaction that each check is to be used for; the checks may be of the size of a small prescription blank, padded. Each employee should carry a pad of "charge" and "cash sale" checks in his pocket, and pads of the other checks should be kept at the cash register or money drawer and on the office desk. When a transaction is made the check for it is filed on a stick file near the money drawer, or in case the transaction involves the receipt or payment by bank check from the proprietor's desk or office, the transaction check is filed there. When the day's business is figured up these checks are gathered and sorted, stamped with a dating stamp, and the day's cash account verified by them; the next day they are posted to the ledger.

**The Ledger.**—Although this may be considered one book it is divided into two volumes—a general ledger and a private ledger. In the general ledger are kept all personal accounts, accounts with customers for goods sold to them on credit and accounts with wholesale houses for goods bought on credit. The general ledger to be loose leaf ledger about 8 x 12 inches, with white leaves "extra debit" ruled for the first named accounts and tinted leaves "center column" ruled for the wholesale accounts. The private ledger may be a smaller book, and need not be a "loose leaf." In it are kept all the representative accounts, capital, cash, merchandise, expense and department accounts. As the representative accounts show the exact state and profits or losses of the business, the private ledger is kept in the custody of the proprietor. If the representative accounts were kept in the general ledger to which the employees must occasionally have access there is nothing to prevent them from gaining as great a knowledge of the financial affairs of the business as the proprietor himself.

The following method of posting should be adopted:

**Cash Account.**—The day's cash sales are added up and credited to this account as "cash sales," the moneys received on account are added up and credited "on account;" the total paid out for merchandise during the day is debited, as are also the total for expense, and cash drawn out by the proprietor. As we will have an account with each class of transaction giving the detail of each under their respective heads, it is only necessary to enter totals in the cash account; the object of this account being simply to show the amount of cash on hand by the difference between the total receipts and the total disbursements.

**Merchandise Account.**—Debit all moneys paid for merchandise, and enter the item of each transaction in detail as to whom paid and the amount. Credit each day's total cash receipts.

**Expense Account.**—Debit all amounts paid out for expenses; there are no credits on this account.

**Capital Account.**—Credit the account with the money that is put into the business and debit it with money drawn out for the proprietor's use.

**Accounts With Customers in General Ledger.**—Debit goods sold and credit amounts paid on account.

**Accounts With Wholesale Houses in General Ledger.**—Debit cash paid and credit all goods received, by entering up the amount of each bill as soon as it has been checked off and found O. K.

At the end of a month a summary of the operations of the business for that period may be made on a page of the private ledger. This summary should show the following facts:

The amount of the total cash receipts from all sources during the month, itemized as cash sales, cash received on account, and cash receipts of the soda water department or such other departments as are kept separate from the general business.

The amount of the total cash disbursements, itemized as cash paid for merchandise, cash paid for expenses and cash drawn out by the owner of the business.

The amount of accounts payable, or what is owed by the business.

The amount of accounts receivable, or what is owing to the business.

The amount of goods charged, or the credit business done during the month.

#### KEEPING TRACK OF CREDITS.

This last, "amount of goods charged," is one of the problems of business, and of accounting as well. The amount of credit business done must be kept track of and constantly compared with the amount of money received on account. It must be watched to see that it does not outgrow a safe limit for the capital invested—and it grows like Jonah's gourd. Where the amount already on the books is near the limit of indebtedness, and the amount of charges exceed the amount received on account, collections must be pushed harder and the line of credit reduced so that the two will nearly balance. The best way to keep track of the credits and collections will be to open a representative account in the private ledger with "Credit;" debit the account with the total of each day's "charges" and credit it with the total of each day's "received on account." The difference between the debits and credits will be the amount of "accounts receivable," or what is owing to the business. A simpler, though not so business-like a way, is to enter the amount of the day's charges in the cash account, opposite each day's entry of "received on account," but in a separate column, or outside the regular figure column, so that the amounts will not be confused with the cash items.

#### RUM AND QUININE HAIR TONIC.

Oil of rose geranium.....	drachms 8
Oil of sweet orange.....	drachms 10
Oil of bergamot.....	drachms 10
Peruvian balsam.....	ozs. 2½
Tincture of cantharides.....	ozs. 4
Tincture of cinchona.....	ozs. 7
Soap liniment.....	ozs. 15
Alcohol.....	ozs. 35
Cologne.....	ozs. 35
Carmine.....	grains 45
Santa Cruz rum, enough to make.....	pints 18

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

*This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

### Fifteenth Paper.

#### HOW TO MEASURE LENSES.

It often becomes necessary to determine exactly the strength or number of a lens that comes into his hands, and every optician should be able to do this quickly and accurately. When an unknown lens is to be measured, there are three points to be determined and in the following order:

1. Is it a convex or a concave lens?
2. Is it a simple or compound lens?
3. What is its number, or the formula that represents it?

#### DETERMINATION OF A CONVEX OR A CONCAVE LENS.

In ascertaining this first point the lens is held before the eye, not too close, and the observer looks through it at some stationary object. The lens is then moved from side to side, or closer to and further from the eye, while the sight remains fixed upon the object, and if the lens has curved surfaces (that is, if it possesses any refractive power) the object will also appear to move, and the direction of the movement will indicate the character of the lens. If the motion of the object is contrary to that of the lens—that is, if the object moves to the right as the lens is moved to the left, or if the object moves further away as the lens approaches the eye, then a convex lens is indicated. Whereas if the motion of the object corresponds to that of the lens—that is, if the object appears to move to the right as the lens is moved in the same direction, or if the object recedes from the eye with the lens, then a concave lens is indicated. Any object may be used for this test; some observers prefer to look at the window sash, although the writer has become accustomed to use his test card for this purpose, viewing the movements of the larger letters.

It will be understood that in a plane lens where the surfaces have no curvature and where there is no refractive power, there will be no motion as the lens is moved, but the object will remain stationary. This is the distinguishing feature between a lens with curved surfaces which has a focus and a lens with plane surfaces which has no focus.

#### SIMPLE OR COMPOUND LENS?

A simple lens may be one of three kinds, as follows:

1. Spherical lens.
2. Cylindrical lens.
3. Prismatic lens.

These lenses have all been fully described in previous papers.

A compound lens is a combination of two or more simple lenses, of which there are five forms:

1. Sphero-cylindrical.
2. Sphero-prismatic.
3. Sphero-cylindro-prismatic.
4. Cylindro-prismatic.
5. Cross-cylinders.

These may be varied almost indefinitely in various combinations, both elements may be convex, or both concave, or one convex and the other concave.

When an unknown lens comes into the hands of the optician, the second point for determination is whether it is

a simple or a compound lens. After seeing whether the motion is with or against the lens and thus classing it as concave or convex, the observer then notes whether the movement is the same in all directions, and if so the lens is a spherical one or a simple sphere.

#### INDICATIONS OF A CYLINDRICAL LENS.

With a cylindrical lens there is a difference in the movement in the several meridians, because the curvature is not uniform, the axis of such a lens being ground as a plane glass. Hence there would be no motion in this meridian, but the motion would commence as this meridian is departed from and increase until the meridian at right angles is reached where the motion attains its maximum. Therefore if in any lens a meridian can be found in which there is no motion, such a lens is a plano-cylinder, and such meridian indicates the location of its axis.

A second indication of a cylindrical lens is its "twisting effect." If a straight line be looked at through a cylindrical lens, such as the edge of a picture frame or a window sash, and the lens be rotated, the line will appear broken, and that portion seen through the lens will be inclined from its vertical position. If the cylinder be a convex one, the inclination will be in a direction opposite to the axis and will increase until an angle of 45 is reached, after which the inclination grows less, until at 90 from the original position the line again becomes continuous.

If a concave cylinder be taken and used in the same way, the broken portion of the line seen through the lens will incline in the same direction as the axis, increasing until the maximum deviation is reached at an angle of 45, and then diminishing again until at right angles to its original position, where the line again assumes its original continuous form.

This twisting action of cylindrical lenses is familiar to all opticians, and is the characteristic indication of a cylinder in contrast with a spherical lens which produces no inclination of the line as the lens is rotated.

## GATHERED FORMULAS.

(Continued from page 224.)

#### Some Soda Water Syrups.

The following formulas are published in the *Bulletin of Pharmacy*:

#### CONCENTRATED STOCK SYRUPS.

##### ORANGE.

Oranges .....	3
Sugar .....	lbs. 1½
Water, q. s. ....	quart 1

Grate off the yellow skin and collect it in a large mortar, being careful not to grate the white part of the skin. Then squeeze out the juice of the fruit upon the grated rind and dissolve the sugar in it. Strain and press out the syrup, and add sufficient water to dissolve the remaining sugar, or enough to make one quart. These directions can be applied to making lemon syrup by substituting lemons for oranges.

##### SOLUTION FOR CITRIC ACID.

Citric acid.....	ozs. 4
Water, q. s.....	ozs. 8

For red coloring use the N. F. formula for cochineal coloring.

For caramel coloring mix one ounce of caramel with 3 ounces of water. This solution of caramel is much handier to use for coloring vanilla, sarsaparilla and ginger than the heavy caramel.

Use the tincture of quillaja of the new Pharmacopœia for gum foam.

Liquid acid phosphates can be used to good advantage for phosphate drinks, shaken in from a sprinkler-top bottle which can be kept standing on the fountain slab.

#### ESSENCE OF SARSAPARILLA.

Oil of anise.....	drachm 1
Oil of wintergreen.....	drachms 2
Oil of sassafras.....	drachms 3
Alcohol, enough to make.....	ozs. 4

Having thus prepared the concentrated stock syrups and the coloring solutions, as well as the foam and essences, one is ready to begin the preparation of syrups for the fountain.

#### SYRUPS FOR THE FOUNTAIN.

##### LEMON.

Concentrated lemon syrup.....	ozs. 8
Solution of citric acid.....	ozs. 2
Gum foam.....	drachms 2
Simple syrup, enough to make.....	ozs. 32

##### VANILLA.

Tincture of vanilla.....	drachms 4
Solution of caramel.....	drachms 4
Gum foam.....	drachms 2
Simple syrup, enough to make.....	ozs. 32

##### SARSAPARILLA.

Essence of sarsaparilla.....	drachms 8
Solution of caramel.....	oz. 1
Gum foam.....	drachms 2
Simple syrup, enough to make.....	ozs. 32

##### RASPBERRY.

Black raspberry juice.....	ozs. 8
Gum foam.....	drachm 1
Simple syrup, enough to make.....	ozs. 32

It may be necessary to add a little cochineal coloring to this to have the glass of soda the right shade.

##### STRAWBERRY.

Strawberry juice.....	ozs. 8
Cochineal coloring.....	drachms 2
Gum foam.....	drachm 1
Simple syrup, enough to make.....	ozs. 32

A good strawberry flavor is one of the hardest to get, and one of the most unsatisfactory. Still, it is not advisable to be without even a poor article.

##### GINGER ALE.

Soluble extract of ginger.....	oz. 1
Tincture of capsicum.....	minims 15
Concentrated lemon syrup.....	ozs. 4
Extract of vanilla.....	drachm 1
Solution of citric acid.....	drachm 1
Gum foam.....	drachms 4
Simple syrup, enough to make.....	ozs. 32

##### ORANGE.

Concentrated orange syrup.....	ozs. 8
Solution of citric acid.....	drachm 1
Gum foam.....	drachms 2
Simple syrup, enough to make.....	ozs. 32

##### GRAPE.

Grape juice (Concord grape).....	ozs. 16
Simple syrup.....	ozs. 16

Draw in mineral water glasses. Use about one and a half ounces of the syrup in an eight-ounce glass.

##### CHOCOLATE.

Powdered chocolate.....	ozs. 4
Water .....	ozs. 4
Tincture of vanilla.....	drachm 1
Simple syrup, enough to make.....	ozs. 32

Mix the chocolate intimately with the water until a uniform thin paste is formed; to this add about an equal bulk of syrup and boil about three minutes. This should be stirred constantly while over the fire to avoid scorching. After boiling add the balance of syrup and strain through a fine sieve. When cool add the vanilla.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### Pharmaceutical Review, April.

*The Literature of Alchemy.* By H. Carrington Bolton.—There are few if any chemists so well qualified to treat of this subject as is Dr. Bolton. His connection with the Smithsonian Institution at Washington also gives him unusual facilities for prosecuting his investigations into the early literature of chemistry. Dr. Bolton's work on the "Bibliography of Chemistry," which was published by the Smithsonian Institution some years ago, was one of the best indications of the thorough manner in which he has gone over this field. The article under review opens with references to the earliest known records of alchemy dating back to the reign of Ts'an T'ung Ch'i, in which occur many obsolete words and characters which makes it difficult to decipher even by expert sinologists. Many of the European alchemists were eminent scholars, but the majority were unlettered men who could not have profited by any Chinese literature on the subject. The text-books studied were in Latin, and consisted of translations of ancient Syriac, Arabic and Greek manuscripts, or purported to be. These Latin manuscripts are still preserved in the great libraries of Europe, and are of interest alike to philologists and chemists. As is to be expected, the article is not only interesting as to its subject matter, but is well written. It is to be continued in a later number of the journal.

*The Northern Extension of a Few Plants.* By L. H. Pammel.—The author records the occurrence of the *Morus rubra* and the *Gymnocladus canadensis* and some other trees in Minnesota at a higher latitude than any at which they have heretofore been observed.

*Ortho-Guaiacol Sulphonate of Potassium.*—F. G. Ehlert gives a method of preparing this substance and describes it as an odorless micro-crystalline powder of slightly pinkish color, or as colorless prisms, or large rhombic plates. It is stable in air, soluble in water, and almost insoluble in alcohol, and has a faintly bitter taste changing to sweet without any suggestion of either guaiacol or creosote. It is highly recommended in tuberculosis, and can be administered in doses of from ten to fifteen drachms per day for a long time without producing deleterious effects. An orange flower syrup containing from 6 to 7 per cent. of the salt with 40 per cent. of sugar, known as "sirolin," has been placed upon the market by Hofmann-LaRoche & Co., of Germany.

*Classification and Occurrence of the Constituents of Volatile Oils.*—This is the first installment of what promises to prove an exhaustive review of this interesting, but from the practicing pharmacist's point of view rather recalcitrant subject.

### Druggists' Circular, April.

*The Pharmacopœial Test for the Presence of Arsenic.*—Prof. L. E. Sayre reports the fact that H. P. Cady, assistant in chemistry at the University of Kansas, has devised a new method for the separation of arsenic, antimony and tin in quantitative analysis which suggests a possible improvement in the Pharmacopœial tests. Mr. Cady's method is based upon the relative solubility of the sulphides of these metals in hydrochloric acid of different degrees of concentration. The details as worked out by Mr. Cady are given. It is not without interest to observe that

while the exact method here printed was not given, the basis of the processes has already been pointed out by Professor Nefer, of Princeton, in an article which appeared in the *Zeitschrift für Analytische Chemie*, Vol. 32, p. 45, to whom credit would seem to be due.

*Warburg's Tincture.*—John Glassford reviews the history of the formula for this preparation, discusses the various difficulties which arise in the course of its preparation, and proposes a formula which is practically identical with the National Formulary, save that he advises that the ingredients be reduced to a No. 40 instead of a No. 20 powder, and increases the amount of each of the active ingredients by about 16 2-3 per cent.

*The Bromine Test for Strychnine.*—J. C. Horton gives the results of some experiments made with the use of bromine vapor as a test for strychnine. He considers the test as being of value as a supplementary to the bichromate test.

*The Morphine-Hydrastine Reaction.* By Seward W. Williams.—The author gives the results of a number of experiments made by him, which show that in his earlier article deriding the possibility of error in the strychnine test which furnishes a climax in Professor Lloyd's novel, "Stringtown on the Pike," he was in error, for he now finds that while the color reaction obtained would not be mistaken by a chemist of to-day for that of strychnine, "the uncertainties regarding the action of a morphine-hydrastine mixture, treated as for strychnine, are, however, a vindication of the use Professor Lloyd has made of these alkaloids in his novel."

*The Art and Law of Merchandising.*—By William L. Perkins.—This is the third paper in this series, in which bookkeeping has been treated systematically. The author recommends the use of a day book, a ledger for accounts of customers and a ledger for accounts of those from whom purchases are made, a cash book, a petty cash book, a check book and a stock book. He considers a journal as wholly unnecessary, since the day book is posted directly into the ledger.

*Practical Points for the Photographic Department.* By Joseph F. Hostelley.—The author recommends a druggist to offer his patrons the use of a thoroughly equipped dark room, which can be provided at a very small cost. He strongly advises against the druggist undertaking to do photographic printing and mounting. One reason for this is that the amateur is prone to lay the blame for his failures, not to his own lack of judgment in making exposures, but to the carelessness of the person who develops and prints the pictures. He suggests the use, as an advertisement, of a life-sized dummy with head covered with a cloth engaged in the act of focussing a camera with a suitable advertising inscription upon the focussing cloth and upon the spot being focussed upon.

### Western Druggist, April.

*Sterilization and Surgical Dressings.* By C. S. N. Hallberg.—This is the fifth article in a series giving the "Therapo-pharmacy of Preparations for External Use," the preceding numbers of which have already appeared in abstract in these columns. The author points out the fact that while weak solutions of alkaloidal salts are prone to decomposition 10 per cent. solutions are much more



permanent, and he therefore recommends that all hypodermic injections be made in concentrated solution or be freshly made. Carbolic acid he considers the safest and best preservative for aqueous solutions. He recommends sterilization for hypodermic solutions generally. The growth of the use of antiseptics in surgery is outlined, including the controversy as to the manner in which the percentage strength should be designated. The author says: "The discussion reached a climax in 1895 at the meeting of the A. Ph. A. in Denver, when Surgeon Gerald Sternberg and this writer agreed on the proposition that antiseptic material containing water soluble substances should designate the percentage strength of the germicidal solution with which the material or gauze was impregnated, while with substances insoluble in water, such as iodoform, the percentage strength of the germicidal agent contained in the entire product—the antiseptic gauze—should be designated." Mr. Hallberg points out the fact that the choice of a dry or of a moist dressing depends upon the character of the wound to which it is to be applied; hence it is important to follow the physician's instructions closely in this respect.

*The Future of Pharmacy.*—A symposium presenting the views of a number of prominent members of the American Pharmaceutical Association upon the future of pharmacy is given together with portraits of the contributors, who are John F. Patton, president of the association; S. A. D. Sheppard, treasurer; William M. Searby, H. M. Whelpley, Henry P. Hynson, Frederick J. Wulling and Albert E. Ebert. While some of these gentlemen take a very gloomy view of the situation, the majority seem to believe that the past of American pharmacy is not so much better than the present, or than the future promises to be, as a great many are inclined to believe.

*The National Association of Retail Druggists.*—Leonard Tillotson reviews the history of the N. A. R. D., and concludes that the organization has a brilliant future before it of usefulness for the retail drug trade. William C. Anderson, as president of the N. A. R. D., says that "the need of the hour is a careful review of the situation by each dealer, and a realization of the important part he is to play in making the N. A. R. D. plan a success." John I. Straw, of Chicago, contributes a note on the work of organization in Chicago, under the N. A. R. D. plan. The city is divided up into 22 districts, in 17 of which a price schedule has been adopted. Of the five druggists who opposed the N. A. R. D., three are now loyal members of the association. The dues of district organizations are \$3.00 a year, of which \$2.00 goes to the central body, which pays the N. A. R. D. membership fee. Advanced prices are being obtained in many districts without any difficulty, and only one store is now standing out against an agreement to stop all advertising of proprietaries at less than cost and maintain a uniform schedule of prices in the downtown district, and it is confidently expected that this store will soon be brought into line.—Thomas Voegeli tells of the success of the Minneapolis plan, the principal features of which are the discontinuance of advertising cut prices and an advance of from 15 to 20 per cent. by the department stores, in exchange, for which concession the department stores were put on the same footing with the druggists as to facilities for obtaining supplies, and were given a differential of 4 cents below the minimum price of the druggists. James C. Perry, of Philadelphia; Felix Hirseman, of New York; Thomas Stoddart, of Buffalo; F. B. Lillie, of Guthrie, Okl.; James L. Nelson, of Jackson, Tenn.; W. E. Bingham, of Tuscaloosa, Ala.; A. H. Pardee, of Madison, Wis., and I. S. Vitt, of St. Louis, all contribute notes

upon the importance of local organizations and the benefits of the N. A. R. D.

*The National Wholesale Druggists' Association.*—The programme of the next meeting, the status of the tripartite plan and the value of the organizations are discussed by several prominent members.

*The Proprietary Association of America.*—A series of brief notes on this organization forecasting the action to be taken at the meeting which has since occurred and is reported in our news columns are contributed by several members of the organization.

*The State Pharmaceutical Associations.*—Outlines of the plans for various State meetings are presented briefly by the respective secretaries.

#### Bulletin of Pharmacy, April.

*Life in the Naval Service.*—Frederick T. Gordon outlines the duties of the pharmacist at the League Island Navy Yard. The pharmacist is required to be a good clerk and bookkeeper, and well posted in minor surgery, while analyses are made of practically everything used in the service, including water, coal, metals, oils, paints, food stuffs, etc., and hardly a day passes that one or more samples of urine are not submitted for examination. This analytical work is not done by the pharmacists at all navy yards, but Mr. Gordon looks forward to the time when it will be a universal practice, and when every naval pharmacist will be an expert analyst to the betterment of the service and the improvement of the status of the pharmacist.

*A Line of Specialties.*—B. S. Cooban gives the formula for a rum and quinine hair tonic and a shampoo, both of which formulas appear in our column of Gathered Formulas.

*Practical Bookkeeping Methods.*—Frank P. Wray proposes a very condensed system of bookkeeping applicable to the drug business which he has used with great satisfaction. This is a pretty ledger system in which the amounts only and not the character or date of the charges are entered, these details being recorded in the day book which is referred to by figure, such as Day Book A, Day Book C, etc. All charges are made in black ink and credits in red ink.

*Edward Kremers.*—This is an appreciative sketch of the life of Professor Kremers, written by Harry B. Mason.

*Syrups for the Fountain.*—Frank B. Styles advocates the use of a tin lined copper percolator for the manufacture of syrup which he makes by circulatory displacement, using loaf sugar which he suspends in a wire basket from the top of the percolator. He advocates the use of the very best quality of fruits, and gives a series of formulas which, while not particularly novel, appear to be quite practicable, and which will probably give satisfactory results. The formulas are printed on page 254 of this issue.

#### Pharmaceutical Era, April 18 and 25.

*How to Make a Drug Store Pay.* By E. K. Hoge.—The author is a believer in the application of ordinary mercantile methods to the development of a drug business. The soda fountain should be improved, and its resources as a trade bringer more fully drawn upon. The cultivation of side-lines, among which he enumerates bric-a-brac, books of fiction, stationery and sundries in the line of tooth-brushes and hair-brushes is recommended. The stock should be displayed in the window and the effort made to make the display sell the goods.

*The Making and Marketing of a Cough Syrup.* By H. F. Ruhl.—In cough medicines, as in other things, ap-

pearances count for a great deal. The author makes a perfectly clear syrup after the following formula:

First, make a percolate as follows:

Wild cherry bark in No. 20 powder ..... 975 grams, or 32 ounces  
Glycerin ..... 975 Cc., or 32 ounces  
Water, sufficient quantity.

Mix the glycerin with 1950 Cc. of water. Percolate the wild cherry bark according to directions given under Syrup of Wild Cherry, U. S. P., '90, until 2840 Cc., or about 6 pints, of percolate are obtained. Second, make 2025 Cc., or about 4½ pints, of infusion, as directed under Syrup of Tar, U. S. P., '90. Third, mix the wild cherry percolate and the infusion of tar with

Fluid extract ipecac. .... 3½ fluid ounces  
Vinegar squills. .... 24 fluid ounces

Mix thoroughly and set aside for 24 hours and then filter. In this filtrate dissolve 18 pounds of sugar, without heat, and strain. The syrup can also be prepared by percolation, and this gives an opportunity for a window display. The whole product will measure about 3 gallons. To this add 9 fluid drams of chloroform.

Put up in 3 or 4 ounce ball-neck panels of flint glass.

As to naming the syrup it is important to associate the name of the maker with the article. Care in the selection of both label and wrapper is advised, and window displays showing the percolation of the syrup are recommended. Whenever a cough remedy of any make is called for, it is sold without comment, but Mr. Ruhl is careful to inclose a sample of his own, wrapped in a booklet extolling the merits of his own make, and he considers this an economical method of sampling, as none is wasted.

*How Crucibles Are Made.* By H. C. Hovey.—The ingredients of and process of making fire-proof pottery are named in this article, which is of remote interest to pharmacists.

*The Worcester Plan.*—A reprint of circulars issued by the Phenyo-Caffein Co., of Worcester, Mass., in which the so-called "Worcester plan" for regulating the sale of proprietary medicines is set forth in detail.

*New Pharmaceutical Writers Needed.*—This is a reprint of an article in the March-April number of *The New Idea*, in which the writer calls attention to "a most distressing dearth of really good pharmaceutical writers" and comparison is made between the average pharmaceutical journal with the average medical journal, the results being in favor of the latter, so far as original papers are concerned. The author believes that many druggists could contribute papers to the journals if they would only have the inclination. The druggist who can't write a good article is the exception, and a rare one. As to the material, he has plenty of it if he will only use it. If a proportion of the 80,000 registered pharmacists in this country would contribute from their fund of experience, in the aggregate an inexhaustible store, every one would find that he was helped by it to a much greater extent than the trouble of preparing his article amounted to.

*The New Pharmacy and Its Influences.* By J. H. Beal.—This paper, which is too lengthy and general in its character to permit of abstracting, is yet a most important contribution to the history of the development of pharmacy in this country, and contains much sound advice to the new generation of pharmacists. It was delivered as an address to the graduating class of the Department of Pharmacy of the Northwestern University of Chicago.

Pharmaceutical Journal, March 30 and April 6, 13 and 20.

*Oleates, Official and Unofficial.* By W. A. H. Naylor.—In a paper read before the Chemists' Assistants' Association, the author gives directions for the preparation of

a number of oleates. The soap used was a genuine olive oil soap of high quality containing 15 per cent. of water, thus obviating the trouble of having first of all to prepare a soda soap direct from oleic acid. Processes of manufacture are described.

*The Percentage Ash of Crude Drugs and Their Powders.*—Continuing his description of powdered cardamoms (See AMERICAN DRUGGIST, March 25, p. 168) Professor Greenish considers the value of the determination of the fiber in the drug, of the soluble ash and of the etherial extract. The important point is the establishment of identity. Whether the ash, soluble ash, fiber, etherial extract, alkaloid or glucoside be determined, neither one alone, nor all together falling between their respective assigned limits, suffice to prove the identity of the drug, and until the identity is established it is not possible to correctly interpret the assays. The identity and purity of powdered drugs can be effected in the great majority of instances, at least, simply and solely by the microscope. Engravings of the seed coat of cardamom from the whole and powdered drug accompany the article.

The examination of senna in powder form is next taken up, and a table of ash figures is given. The results show that the ash yielded by senna leaves is not in itself sufficient to enable one to discriminate sharply between good and bad qualities of the drug. The method is useful for excluding inferior samples containing much sand, and the author believes that it would be desirable to introduce into the Pharmacopœia a maximum limit for the ash and to require that it should be almost entirely soluble in hydrochloric acid.

Colocynth is considered, and the percentages of ash in pulp, seeds, powder and entire fruit are given. As colocynth is a potent drug, and one that the pharmacist is compelled to purchase in the form of powder, Professor Greenish is of opinion that the latter should be regulated by tests of identity, purity, and, if possible, quality. He suggests the substitution of the following description for the one now given in the Pharmacopœia: "The powdered drug consists of the debris of large, thin-walled, parenchymatous cells, with occasional small, vascular bundles. It should be free from starch, and should not contain more than an occasional sclerenchymatous cell or group of such cells." The author proposes to continue the examination of vegetable drugs that are used in the form of fine powder which the pharmacist is compelled to purchase as such.

*Test for Thiocyanates in Potassium Bromide.* By F. A. Upsher Smith.—The B. P. test for the detection of thiocyanates (sulphocyanides) in potassium bromide provides that test solution of ferric chloride shall not cause a red coloration in the cold aqueous solution, but the author finds that this test will not hold good unless the amount of ferric chloride is restricted, and he suggests the following modification: "0.5 Gm. of the salt dissolved in 10 Cc. of water should give a yellow and not a red or reddish brown coloration on the addition of 2 drops of test solution of ferric chloride (absence of more than 0.01 per cent. of ammonium thiocyanate).

*Notes on Percentage Calculations.* By Frank N. Dudderige.—What is usually understood in Great Britain as a percentage solution is not strictly speaking a true percentage, as it contains parts by weight of the substance, whether solid or liquid, in 100 parts by volume of the finished product. The author gives a number of examples in which he shows that when a percentage of a solid in a liquid is ordered the quantities should be calculated as grains in grains, by weight. Thus a 10 per cent. solution of menthol in olive oil would be made by weighing 43¾ grains of menthol and adding sufficient

olive oil to make the whole weigh  $437\frac{1}{2}$  grains. Similarly a true 10 per cent. solution of oil of eucalyptus in alcohol would be prepared by weighing  $43\frac{3}{4}$  grains of eucalyptus oil and adding alcohol until the whole weighed 1 ounce. When a percentage of a liquid in a liquid is ordered—*e. g.*:

B. Ol. Eucalypti ..... 5 per cent.  
Tr. Benz. co. .... ad 31

the quantities are calculated as minims in minims by a Rule of Three sum, thus:

$$100 : 480 :: 5 = 48 \times 5 \div 10 = 24 \text{ minims.}$$

Rules for the preparation of percentage solutions within percentage solutions are also given.

*The Development of Scientific Ideas as Applied to Fermentation Industries.* By William A. Bone, D.Sc., Ph.D., and H. C. Harold Carpenter, M.A., Ph.D. (Part II). The relations which exist between the fermentability of a substance and its stereochemical configurations are studied in this paper, which is a continuation of a series already abstracted in these columns.

*Some Facts About Water.* By Thomas S. Barry (concluded).—In this installment the action of a falling temperature upon the water is taken up. When water is heated it expands, and, conversely, when it is cooled it contracts and does so until a temperature of about 4 degrees C. has been reached. Below this point it begins to expand again, even if cooled, and at zero centigrade, under ordinary conditions it passes into ice, 10 fluid parts of water giving 10 + parts (a decimal has dropped out here) by measure of ice. Water only solidifies when it has room to expand, and this has been shown by filling a shell with water, putting in a pebble, and closing up. On cooling to zero and below it, when the shell was shaken the pebble might be heard moving about showing conclusively that the water was still in the liquid form. The pressure inside the shell was enormous, and when the shell did burst the water did not run away but simply expanded into ice. When sea-water is frozen the ice that separates is free from salt, and Faraday has shown that the ice from diluted sulphuric acid has no acidity. The phenomenon of the expansion of water when it passes into ice has always attracted popular attention. The author shows that this property is of great importance in the economy of nature. When the temperature is falling the surface water, say, of a lake, gets colder, and, its density increasing, sinks. Were this to go on without a break, and light ice not be formed, the temperature of the water of the lake would soon fall to freezing point, and then the whole mass of water would become solid, with the result that all organisms would perish. There would be no fishes in our ponds nor plants. As it is, the temperature of the whole sinks by convection to 4 degrees C., and then the colder water passes into ice and remains on the surface. The author explains the phenomenon as follows: When water is cooled the molecules draw near one another to a certain point; then new forces—some attractive, some repulsive—emanating from special points come into play. To illustrate my point: If I take a bar magnet, lay it on a table and cover it with paper, then scatter gently iron filings on the paper, each particle of iron will become, *pro tempore*, a magnet, with north and south poles. Each little particle will then have one of its poles attracted and the other repelled by the bar magnet, and the same reaction will go on between particle and particle, with the result that they will take up positions end to end in straight lines spreading from the pole of the bar magnet, like the spokes from the hub of a wheel. The snow or ice crystal has many poles—the type, as already mentioned, is a six-rayed star—hence, each particle being free to move, some

are attracted and move close up, while others are repelled and retreat. Thus more room is required, and the volume increases, and, conversely, if the volume remain the same, crystallization cannot take place.

*The Strophanthus Kombé of Commerce.* By F. L. Holmes, F.L.S.—The strophanthus seed imported under the name of kombé consists of two or more varieties. Some species are practically non-poisonous, and it has resulted from the mixture of seeds imported that the strength of the tincture made from them has varied in proportion to the quantity of the pure species present. The author has endeavored to obtain flowering specimens of the plants yielding the useless seeds, so as to be able to point out which plants should be avoided in collecting parts. The plants that he has so far received as those from which the commercial seeds are collected in Nyassa Land are *S. emini*, Asch.; *S. kombe*, Oliv.; *S. courmontii*, Saccl. var. *fallax*; *S. courmontii*, var. *kirkii*. Drawings of the different species showing the stem, pod, leaf, flower and seed accompany the article.

*The Development of Scientific Ideas as Applied to Fermentation Industries.* By William A. Bone, D.Sc., Ph.D., and H. C. Harold Carpenter, M.A., Ph.D. (Part II concluded).

*Note on a Supposed Quinine Bark.* By E. W. Polard, Ph.C., B.Sc.—This paper gives the results of a microscopical and chemical examination of a sample of bark imported from the United States of Colombia which was offered in the London market as containing 5 per cent. of quinine. So far as alkaloids were concerned the examination of the bark yielded negative results, though. The article is illustrated with cuts showing the surface appearance of the bark, a transverse section highly magnified, and the form of the cells.

Chemist and Druggist, April 6, 13 and 20.

*Bacteriological Notes.* By W. Harrison Martindale, Ph.D.—The English pharmacist would seem, according to Dr. Martindale's paper, to be left behind in the microbic handicap by both the French and German pharmacist. At the Marburg Pharmaceutical Institute, of which Dr. Martindale is a graduate, the large majority of pharmaceutical students attend a thorough course of bacteriology. In Holland there are many thorough bacteriologists among pharmacists, and although the subject is not compulsory the majority of pharmaceutical students take up a course of lectures and practical work therein. The bacteriologist at the largest Dutch surgical-dressings factory is a pharmacist, and an apotheker is frequently required to examine urine, sputum, and the like for pathogenic organisms. The author describes a number of improvisations in bacteriological apparatus including an incubator and steamer and formulas are given for the commonly used culture media, together with terse directions for the examination of certain excretions for the commonly encountered pathogenic organisms. The article is illustrated with cuts of apparatus, etc. It is observed at the close of the article that bacteriology monopolizes a very great deal of time, a fact which it appears some members of the profession do not always realize.

*United States Public Dispensers.*—The proverbial unfamiliarity of the average British editor with things American is shown in this editorial article, where the State and National Governments are delightfully confused. After a reference to the efforts which the American Pharmaceutical Association is making to raise the status of the pharmacists in the service of the United States army and navy, it is pointed out that a concession has been made by the Government in "conferring the

rank of first lieutenant upon certain pharmacists in the National Guard." It is an easy step from this to a consideration of the position of the dispensers or apothecaries in the State asylums, hospitals and prisons, which we are told are under the control of the Commissioner of Lunacy, the Board of Charities and the Superintendent of Prisons, respectively. It is, however, not so easy to determine exactly what the editors have in mind—some particular State of the Union, or the entire United States. Without specifying the one or the other, the information is given that "There are twelve asylums under the jurisdiction of the Commissioner of Lunacy. . . . In the three institutions under the jurisdiction of the Board of Charities slightly higher salaries are paid. Under the jurisdiction of the Superintendent of State Prisons there are four institutions at which apothecaries are employed, and these are treated a great deal better than their brethren in the other State institutions." The editors evidently have in mind the public institutions of New York State only, but this is merely a guess on our part. The system of government in the United States, by which each State is, with few exceptions, self governing and a law unto itself, seems to be but little understood in other parts of the world.

*The Ideal Antiseptic.* By a Hospital Surgeon.—The ideal antiseptic, according to this writer, should possess on the one hand the power of retarding and preventing the growth of micro-organisms and the formation of their toxic product, and, on the other hand, should not cause constitutional disturbance in any marked degree. It should neither be poisonous nor irritating in character; it should not combine with the body constituents to form insoluble albuminates, nor should it be too volatile nor have staining properties; it should neither destroy the instruments with which it may be brought into contact nor be too expensive; it should neither be turbid in appearance nor have a soapy action on the hands, instruments, etc. He states that many of these qualities are present in the coal tar preparations and names two of these—Izal and Lysol.

*Wheat Dressings.* By Thomas S. Peebles.—In this article the practice known as "pickling of wheat," followed by farmers and agriculturists for the prevention of "smut" or "black stalk," is described and formulas for the pickle-salt are given. While any agent is suitable which, while it destroys the spores of the fungus or parasite does not destroy the vitality of the seed, the list given by the author represents those which experience has proven most effectual and suitable. The quantities of pickle-salt named are all for 6 bushels of grain, and the pickle-salt is to be dissolved in  $1\frac{1}{2}$  gallons of hot water. After the active ingredients have been dissolved in the water, the seed should be heaped on the floor in the shape of a hollow cone and the solution poured into the hollow. The seed should then be turned over at least four times with a shovel. It is best treated 24 to 36 hours before sowing. The formulas: No. 1 Pickle: Copper sulphate, 1 pound. No. 2 Pickle: Iron and copper sulphates, of each,  $\frac{1}{2}$  pound, with 1 ounce of crude carbolic. No. 3 Pickle: Formalin, 1 ounce. No. 4 Pickle: Mercury perchloride, 3 drams. No. 5 Pickle: Arsenic, 2 drams, and sodium sulphate,  $\frac{1}{2}$  pound, or common washing soda in place of sulphate.

*Balsam of Peru: How it is Gathered in Central America.*—In 1899 the German Colonial Commercial Bureau, Berlin, promoted an expedition to Central America for the purpose of inquiring into, among other things, the cultivation of the balsam-Peru-tree, which had done so well at the Botanic Gardens, Victoria, Cameroons, that it was felt that more extensive culture could be attempted

there, especially with the view of making Germany independent of other countries for her supplies of the balsam. A complete account of the expedition has been published in *Tropenpflanzer*, the organ of the Bureau, and this article is presumably a translation. It is illustrated with nine half-tone engravings of photographs showing the Peru-balsam-tree in different aspects, and the operation of pressing out the balsam and packing for export. The entire operation of extracting the balsam is also described.

*British and Colonial Druggist*, April 5.

*Pharmacy in the Second Century.* By E. L. N. St. Cyr, Ph.C., M.P.S.—It is only at the beginning of the second century that we may really consider the birth of pharmacy by the appearance of Galen, who was doctor to Marcus Aurelius and Septimus Severus. He is therefore to be considered the father of pharmacy. Galen has perpetuated his name with a section of pharmacy known as Galenic pharmacy, in distinction to chemical pharmacy or pharmaceutical chemistry. In Galen's day the drug sellers kept not only medical drugs, but those used by perfumers, and were called copopoles. At that time the names of "pharmacotrides, pharmacotrites, pharmacotritæ" were given to the grinders, the mixers of drugs. The pharmacotrites, when at the doors of their shops, were a true advertisement as to the contents of the interior; their figures tattooed with all sorts of colors of the drugs with which they dealt, indicated the incrustation of the volatilized atoms in their squalid and sickly skin.

The Arabians generally consider the birth of pharmacy from Bagdad. It was the Arabians who first published a *Pharmacopœia*, the editor of which was Sabour-Ebu-Sahel, in the year 850 A. D. The title of his work was "Krabadin."

*Pharmaceutisch Weekblad Voor Nederland*, February 2.

*The Mechanical Control of Pasteurized Milk.* By G. K. A. Nonhebel.—The author emphasizes the necessity of proper control for the pasteurized milk sold for general use. The ordinary bacteriologic examination, even if it be performed daily, is not so useful as it should be, for by the time that the bacteriologic report is made the milk will have been already consumed, germs and all. The control tests must therefore take place before the milk is exposed for sale. The author suggests a mechanical method for the control of the process of pasteurization. For this purpose he recommends the use of Wijsman's self-registering thermometer, which traces a curve representing temperature and time of exposure to heat upon a scale on a cylinder. This apparatus is attached to the pasteurizer in such a way that it indicates the temperature of the milk. The record of the height and duration of the temperature, and of the cooling process is used to control the pasteurizing process.

*Strobilanthe Crispa.* By W. K. A. Burghardt.—An account of the Javan weed *Strobilanthe Crispa*, Natural Order *Acanthaceæ*. The botanical description is very scant and incomplete.

*Zeitschrift des Allgemeinen Oesterreichischen Apotheker Verein's*, February 2.

*The Microscopic Descriptions of the New Edition of the German Pharmacopœia.* By Dr. Rudolf Mueller. (Continued.)—The articles discussed in this issue are (the exact form of the German nomenclature is retained): *Amylum Tritici*, *Bulbus Scillæ*, *Caryophyllus*, *Cortex Aurantii fructus*, *Cortex Cascarillæ* and *Cortex Chinæ*. The criticisms are, for the most part, of an adverse character.

*Apotheker Zeitung*, February 9 and 13.

*The Analytical Procedures Prescribed by the New German Pharmacopœia.* By Dr. Duesterbehn.—An account of the various analytical processes that will hereafter be required of the German pharmacist. (To be continued.)

*From the Field of Battle of Munich.* By Dr. C. Bedall.—Some time ago a physician named Dresdner called a public meeting of members of sick-benefit societies in Munich for the purpose of protesting against the "misdeeds" of the apothecary. This agitator declared that the druggists should be swept from the surface of the earth like the Mafia. He told the audience that the apothecary is a public licensed robber, a monopolist, etc. In the present article the author refutes the doctor's allegations concerning overcharging by druggists, and shows how trivial are the differences between the Bavarian and the Prussian medicinal tax. Dresdner claimed that the prices charged in Bavaria are higher than in Prussia. The whole incident throws a peculiar light on the local conditions.

*German Pharmacists and the Sick-Benefit Associations. (Krankenhassen.)*—One of the factors in moulding the condition of the pharmaceutical profession in Germany to-day is the existence of the so-called Krankenkassen—i. e., mutual-aid associations which supply the services of a physician and a druggist for a nominal sum payable at regular intervals by each member. These associations exist in all the larger cities of Germany, and correspond to our lodges and benevolent societies, except that they are public institutions closely supervised by the Government. The druggist, naturally, has a great deal to suffer from these associations, for they demand more and more liberal discounts as their membership increases. In Cologne there has been recently a particularly striking example of the controversy between the druggists and the associations. The presidents of these societies declared a boycott on the druggists of the city, and resolved to purchase all the necessary supplies from wholesale druggists. They sent all prescriptions written by the society physicians to "drogisten," and thence such medicines as could only be obtained in pharmacies were sent for by messenger. The police interfered with this arrangement, however, and the societies were obliged to get their prescriptions directly from the pharmacists. As these no longer would give any credit to the societies the organizations were obliged to post in front of each of the four pharmacies of the city and of the four suburban drug stores, messengers who were instructed to pay for every prescription that was presented by members of the societies. The boycott was, however, kept up as to other drugs and supplies. The Cologne druggists have remained defiant, and stand as one man against the demands of the "Kassen." In other places the societies have insured themselves against trouble with druggists by purchasing from a wholesale firm certain outfits of drugs and medicines which they style "society pharmacies" (!)

*The Analytical Methods of the New German Pharmacopœia.* By Dr. Duesterbehn. (Continued.)

*Preparation of a Saccharated Ferric Oxide Free from Alkali.* By Ernst Unger.—Saccharated ferric oxide is used in the preparation of the compound tincture of iron of the German Pharmacopœia. This tincture is supposed to be an official substitute for the *Tinctura Ferri Athenstadt* of the market. The patentees claim, however, that the official preparation is not identical with

theirs, as the former reacts slightly alkaline, while that prepared by them is neutral in reaction. Although the small amount of alkali is not a disadvantage the author describes a method of preparing a saccharate without any alkali, so as to meet the conditions of the patented product. Athenstædt's preparation is obtained by washing the freshly precipitated ferric hydroxide as rapidly as possible, mixing it with sugar, and boiling until a mass is obtained, which is completely soluble in water. The main point in this process is the high temperature, without which a soluble preparation cannot be obtained. The formula given by the German Pharmacopœia substitutes the addition of alkali for this high temperature. This formula may be improved by using one-half the amount of alkali prescribed, and neutralizing the rest with dilute acetic acid.

*Pharmaceutische Zeitung*, January 23, February 2 and 6.

*Phosphorated Cod Liver Oil and Phosphorated Olive Oil.*—Monti stated in a recent article that phosphorus is so volatile that if a 100-Gm. bottle be filled with phosphorated cod liver oil and a teaspoonful be given to a child daily, the last doses will not contain any phosphorus whatever. This statement exaggerates the actual facts. It is true that phosphorus undergoes oxidation in oily solutions if left standing for a considerable length of time. With proper care, however, this loss can be minimized. Schweissinger, who investigated the matter, found that an oil containing 0.5 per cent. of phosphorus will show the presence of 0.69 per cent. of phosphoric acid in a few months, thus exhibiting a loss of 0.22 Gm. of phosphorus. Phosphorated oil should therefore be either prepared freshly when required, or it should be kept in small, completely filled dark bottles. The author gives a number of formulas for the preparation of phosphorated cod liver oil and phosphorated olive oil, most of which are familiar to American pharmacists. A formula given recently by F. Hemm in the *Pharmaceutical Journal*, 1901, No. 1593, is intended to give a permanent phosphorated oil. The oil is heated on a water bath, the phosphorus dissolved therein, and a stream of carbonic acid gas is led through the solution, thus displacing the air. The preparation is then poured into bottles into which carbonic acid gas had previously been introduced, and thus the oil may be kept for a long time without any fear of chemical changes.

*Fluorescein as an Indicator.* By Dr. Heinrich Zoellner.—The author has used fluorescein as an indicator in titration for acids and alkalies with very good results. The reactions are very exact in testing for ammonia, and fluorescein is almost indispensable in analyses of colored saturated solutions. The presence of carbonates does not interfere with the reaction. The best solution for this purpose is one containing 0.4 Gm. of fluorescein dissolved in 50 Gms. of 90 to 94 per cent. alcohol and 30 Gms. of water. Freshly precipitated fluorescein is easily soluble in alcohol, while if it is allowed to remain in the crystalline form for a long time it has to be boiled in alcohol before a solution can be obtained. In titrating five or six drops of the solution are sufficient, and the best method of working is with an Erlenmeyer flask on a dark background.

*The Adhesive Plaster of the German Pharmacopœia.*—The consensus of criticism condemns the formula given for adhesive plaster in the new edition of the German Pharmacopœia. The author says that perhaps a good preparation may be obtained by following very closely the directions given. The German pharmacists fear that adhesive plaster will in future be prepared in the wholesale laboratories instead of by the retailer, as formerly, if this formula should prove worthless.



## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Decomposition Changes in Tinct. Iodi Decolorata.**—F. & S. write: "We find that Decolorized Tincture of Iodine, N. F., acquires on long standing a strong and very disagreeable odor resembling that of garlic, and also that it separates into two layers which cannot be remixed, the lower layer having an oily appearance. What is the cause of this change and how may it be avoided?"

"In the signature, 't. i. d., p. c.,' what does 'p. c.' stand for?"

As to decolorized tincture of iodine, in the words of Mrs. Betsey Prig, as applied to Mrs. Sairey Gamp's Mrs. Harris, "We don't believe there's no sich a person." The name is erroneously applied to what is really a solution of sodium iodide, sodium tetrathionate and ammonium iodide, formed by reaction between iodine, sodium hyposulphite and ammonia water. Some writers have been cruel enough to speak of it as a "chemical humbug." The decomposition which ensues on keeping seems to be unavoidable. It is a disagreeable property of the solution which is well known. The development of the garlicky or decayed radish-like odor is referred by some to the use of an impure alcohol. With deodorized alcohol, or an alcohol free from aldehydes, the preparation, it is said, does not acquire the odor complained of. The solution deposits sodium tetrathionate on standing, but this may be removed and the preparation restored to some extent by filtration.

Our correspondent's second inquiry is of a very elementary character and hardly deserves a reply. "P. c." is an abbreviation of one or other of the Latin terms *post cibum* and *post cibos*, meaning after food or after meals.

**Elixir Ferri, Quinin., Et Strych. Phos. Fort.**—W. H. W. writes: "Once more I appeal to your valuable Query Department for help out of a difficulty. I am seeking a formula for an elixir of the three phosphates, each fluid drachm of which will contain, iron phosphate, 2 grains; quinine, 1 grain; strychnine, 1-60 grain, and the whole be miscible with water in any proportion." "I have obtained," our correspondent adds, "a formula for an elixir containing  $\frac{1}{2}$  grain of quinine in each fluid drachm, but any attempt to increase the proportion of alkaloid results in failure. I have tried all of the various formulas published in the AMERICAN DRUGGIST back to 1895, but without obtaining satisfactory results."

"I would also like to obtain a formula for Unguentum Boroglycerite. I fail to find any reference to such an ointment in any of the works at my command."

While it is possible to devise an elixir of the three phosphates containing 1 grain of quinine in each fluid drachm, it is not so easy to provide against the separation of the quinine and some of its other constituents when the elixir is mixed with water. Professor Caspari suggests the use of ammonium acetate, and in his "Treatise on Pharmacy" gives a formula for an elixir which he states remains clear at a freezing temperature and mixes clear with water in all proportions. The very small proportion of ammonium acetate required is, he says, not in any way hurtful and need not be considered any more than the alkali citrate in the soluble iron phosphate. We quote the formula here, modifying it to meet our correspondent's demands for an elixir containing one grain of quinine in each fluid drachm:

Soluble iron phosphate (U. S. P.).....	grains 128
Quinine alkaloid.....	grains 128
Strychnine alkaloid.....	grains 2
Phosphoric acid, 85 per cent.....	minims 25
Acetic acid, 86 per cent.....	grains 225
Ammonium carbonate.....	grains 71
Alcohol.....	fl. ozs. 2
Distilled water and aromatic elixir, of each a sufficient quantity to make.....	fl. ozs. 16

Dissolve the quinine and strychnine in the alcohol, add 6 fluid ounces of aromatic elixir, and then the phosphoric acid. Add the ammonium carbonate to the acetic acid contained in a beaker or graduate, and when the solution is complete, add enough distilled water to bring the volume up to 6 fluid drachms. Mix the ammonium acetate solution with the solution of quinine and strychnine phosphates, and add enough aromatic elixir to make the fluid measure 14 fluid ounces. Dissolve the iron scale salt in  $\frac{1}{2}$  fluid ounce of distilled water by the aid of a gentle heat, and if the solution be acid to test paper, neutralize exactly with ammonia water, and add enough aromatic elixir to bring the volume up to 2 fluid ounces. Finally mix the two solutions.

Caspari's elixir thus modified contains in each fluid drachm 1 grain of iron phosphate, and 1 grain of quinine and 1-64 grain of strychnine, both in combination with phosphoric acid. With some samples of soluble iron phosphate a slightly increased quantity of the ammonium acetate solution may be necessary, possibly owing to a loss of water and consequent relative increase of the proportion of the iron salt.

**Test for the Purity of Raw Linseed Oil.**—W. S.—The test adopted by the National Paint, Oil and Varnish Association is considered good for rough, qualitative work, and has the advantage of being quickly applied. It is as follows: Put equal parts of raw linseed oil and nitric acid in a bottle together. Shake the mixture well and let it stand for twenty minutes. If pure, the upper stratum will be straw colored and the lower colorless. If impure, the upper stratum will be a dark brown or black and the lower stratum a bright orange or dark yellow, according to the material used in adulterating.

**Cattle Dehorner.**—P. & Y.—J. W. S., Deadwood, S. D., writes: "In reply to Cattle Dehorner query in the April 22 number of the AMERICAN DRUGGIST, I would state that caustic potash and caustic soda are commonly used in this part of the country. The caustic is applied in the form of a 50 per cent. aqueous solution at the first appearance of the horns. It is applied with a small, round brush, and two or three applications are usually sufficient to arrest the growth of the horns on calves and young cattle."

**Hair Tonic and Dandruff Cure.**—A friend who has noticed the inquiry of "W. S. B." for a combined hair tonic and dandruff cure is kind enough to place the subjoined formulas at our disposal. Before quoting these formulas it may be well to call attention to the fact that the cure of dandruff and the imparting of tone to the hair depend as much on the way in which the remedy is applied as on the remedy itself. One must not look for curative results from any preparation that is merely applied to the hair as a dressing. While the treatment at best is little more than palliative the best results are obtained by rubbing the lotion into the roots of the hair with a toothbrush of medium bristles. The formulas follow:

## I.

Quinine sulphate.....	5ss
Zinc sulphate.....	3ss
Tincture of orris.....	3ij
Tincture of sage.....	3ij
Tincture of bloodroot.....	3ij
Glycerin .....	3ss
Bay rum, enough to make.....	Ol

## II.

Resorcin .....	3i
Quinine sulphate.....	3ss
Castor oil.....	3i
Cologne water, enough to make.....	5iv

These formulas would be improved, we think, by the addition to each of about 5 per cent. of tincture of cantharides, and a nice color could be given by the use of tincture of cudbear. By using diluted alcohol in place of the bay rum in Formula No. 1 it will allow of the use of a distinctive perfume, which will give the preparation some individuality and perhaps suggest the choice of an attractive name for the article.

**Unguentum Boroglycerite.**—The formula for this, as quoted by Eugen Dieterich in "Neues Pharmazeutisches Manual," is as follows:

Boric acid.....	Gm. 2
Glycerin .....	Gm. 48
Miehle's ointment base.....	Gm. 50

Dissolve the boric acid in the glycerin with the aid of heat, and after the resulting liquid has cooled incorporate it with the soft ointment base devised by Miehle, which has the following composition:

Hard Paraffin.....	Gm. 22
Pure wool fat (lanolin).....	Gm. 10
Soft paraffin (petrolatum).....	Gm. 68

Melt together the different ingredients at the lowest possible temperature, stir until cool and strain through a sieve.

## REVIEWS OF BOOKS.

**HAGER'S HANDBUCH DER PHARMACEUTISCHEN PRAXIS FÜR APOTHEKER, AERZTE, DROGISTEN UND MEDICINALBEAMTE.** Vollständig neu Bearbeitet und Herausgegeben von B. Fischer, Breslau, und O. Hartwich, Zurich. Berlin, Verlag von Julius Springer, 1901.

The thirteenth and fourteenth parts of this valuable work have made their appearance, bringing it down to "ononis. The careful editing which distinguished the earlier portions of the work still makes itself manifest, and in its present form the volume is indispensable to every one engaged in pharmacy who has command of the German language.

**THE BADGER PHARMACIST.** Published in the Interests of Pharmacy in Wisconsin by the Students of the School of Pharmacy of the State University, Madison, Wis., 1900.

This volume is a wholly new departure in pharmacy, being an attempt to collate and preserve in permanent form the large mass of interesting matter pertaining to the history of pharmacy in the State of Wisconsin, which has heretofore been scattered through the various volumes of proceedings and pharmaceutical journals, and much of which has been merely a matter of tradition and never heretofore appeared in print. The volume opens with a general historical introduction, followed by brief sketches of the various pharmaceutical organizations of the State and chapters on legislation and education, and concludes with a directory of retail druggists and brief sketches of the wholesale manufacturing drug houses of the State. The volume is published by the pharmacy students of the University of Wisconsin, and can be obtained from the school at the very reasonable price of \$1.00 per copy. Such local histories will prove of inestimable value to the future historian of pharmacy

in the United States, and their compilation should be encouraged.

"Among the Mushrooms" is the title of a new work on the fleshy fungi, by Ellen M. Dallas and Caroline A. Burgin, which brings the science of the study of mycology within the popular comprehension. It is published by Drexel Biddle, 228 South Fourth street, Philadelphia.

## CORRESPONDENCE.

## Objectionable Legislation in Missouri

To the Editor of the AMERICAN DRUGGIST:

SIR,—I desire to direct your attention to a matter to which probably you have given considerable thought. As you are aware, there has been introduced in the Legislature of the State of Illinois a bill bearing the number 814, which has been advanced to a third reading. The bill is entitled "An act to provide for the appointment of a State Food Commissioner and to define his powers and duties and fix his compensation, and to prohibit and prevent adulteration, fraud and deception in the manufacture and sale of articles of food, and to repeal certain acts or parts of acts therein contained, approved April 24, 1899, in force July 1, 1899, by adding thereto five new sections, to be known as sections 28, 29, 30, 31 and 32," and under head of section 28, says: "Syrups to be kept in glass containers. No person shall offer for sale, sell or deliver any of the saccharine products, such as flavored or unflavored syrups used in the manufacture and sale of soda water, unless the said syrups shall be kept for sale in glass, porcelain or crockery ware containers; nor shall any person sell or offer for sale, or order or permit to be sold or offered for sale any of said syrups used in the manufacture and sale of soda water which shall have been kept or contained in any metallic container or in any other thing of which any metallic substance forms a constituent part."

Under section 29 the bill says: "Containers with syrups to be kept outside cold air chamber. No person shall keep syrups used in the manufacture of soda water in containers of any nature in an inclosed compartment when the structure of such compartment permits the entrance thereto of ice air coming from cooling chamber containing soda water coolers." The bill also prescribes under section 30 that "Containers of saccharine fluids, such as syrups as used in the dispensation of soda water beverage, to be exposed to view and expressly labeled as to their contents, which must accord with such label and must be free from all injurious adulterous coloring matter, etc. (See Pure Food Law.)"

Familiar as you are with the soda water business and with the sanitary conditions applied to the keeping of syrups, you must know that as between the two systems, that of the modern onyx block tin lined soda fountain and the open jar system, there is no comparison where cleanliness is the question. In the modern soda fountain as built by the best manufacturers to-day there is no danger whatever from bacteria, impurities from the atmosphere, or from contamination of the contents of the syrup jars by flies and other insects, whereas in the open bottle system these dangers are all imminent.

Several months ago the writer interviewed half a dozen of the best soda water dispensers in the city of Chicago, and without an exception they all emphatically expressed themselves as favoring the modern soda water fountain, as contrasted with the open bottle system.

The sections above quoted are merely "twaddle." Those of us who have thoroughly investigated the facts in the case know that there is no material better fitted for use in making containers of syrups and soda water than either porcelain or pure block tin vessels, and that they are not influenced by the acids or alkalies contained in carbonated waters. No saccharine product, flavored or unflavored syrups, possesses any such percentage of alkalies and acids as is possessed by carbonated water. Block tin has been proven a thoroughly safe receptacle for soda water and has been exclusively used for this purpose for years with absolutely perfect results, and every informed person is aware of the fact that the danger of contamination of syrups of saccharine products is nil.

We are in receipt of letters from our trade throughout the State calling attention to the bill, and also to the fact that if this bill is passed it will put them out of business.

We ask your careful attention to this matter and trust that you may see fit to notice the same editorially.

LIQUID CARBONIC ACID MFG. CO.,

Chas. E. Marble,

Manager Advertising Department.

Chicago, Ill.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### A CO-OPERATIVE PLAN.

SEVERAL enterprising printers throughout the country have been conducting a little plan for the printing and mailing of small circulars for several firms in a town each month, charging each advertiser about five dollars a month. That is, if ten men in different lines of business in a town would enter into the plan the printer would print one thousand each of ten different slips, place one of each of these slips in envelopes, and mail the envelopes to one thousand addresses compiled by the co-operative advertisers.

The promoter of the plan, of course, advances the argument that if the advertiser went it alone it would cost him about \$15 to print and mail one thousand similar slips. Under this plan the cost is but one-third as great.

The more interesting feature is that if the promoter can interest ten merchants in his scheme at \$5 a month he clears about \$30 a month on the deal.

My suggestion is that many druggists who might be interested in a proposition of this kind would do better to promote the plan themselves. Most druggists are making so much money that they would be averse to making any profit out of brother merchants, but they would at least be justified in so arranging the price that they would get their own part of the advertising without cost.

Slips of size to fit legal envelopes can be used, and eight or ten will go at one-cent postage. All of the slips can, of course, be printed at once and then cut apart. Assorted colors of paper can, if desired, be used to give variety.

This is not the best kind of advertising, but is a fair supplementary form, and is worth having at little or no cost. If you present something definite in your ad and have your slips attractively set, you can be quite sure of getting attention, especially among farmers.

These are days of co-operation; such a plan might, in some instances, be extended to other forms of advertising, to the printing and distribution of pamphlets, to getting out special editions of local papers, etc.

Some reciprocal feeling might grow up that would lead members of the "trust" to steer trade to each other. In one community, at least, eight or ten merchants have combined to send a representative through the country advertising, taking orders and delivering goods.

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#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Longwell & Watters, Wellman, Iowa.*

## CRITICISM AND COMMENT.

### EDITOR BUSINESS BUILDING:

Inclosed find advertisement which we send to compete for prize in your journal. We have received more direct good from this advertisement than from any we have ever had. Everybody talks about it, and people even bring in a sample of the paper they got and want some just like it. This ad was run in our weekly paper, which has a subscription list of about 1,000.

Wellman, Iowa.

Longwell & Watters.

This was, on the whole, the best ad submitted for this issue. The plan is an old one, but has been unusually well carried out in this instance. The ad occupied a space of about 7 x 9 inches. In the center a piece of wall paper, about 5 x 5, was mounted. This gave a sample of paper large enough to afford a proper idea of the pattern. The arrangement and wording of the ad are good and, as

## This is a sample

of one of the many and beautiful designs of Wall Paper which we have in stock. We have a larger line of wall paper than we ever carried before, including designs suitable to any room of one's home, as well as for churches, halls and school houses. The prices of these goods are lower than ever before, and probably lower than they ever will be again. The reason of this is:

### The Wall Paper Trust is Broken.

(Large space here on which a sample of wall paper was pasted.)

Paper which in previous years you paid 5 cents a roll for you now get for 2½ cents a roll. Paper all the way through will run just about one-half the former price. It will pay you to see these samples before buying elsewhere. Also be sure to see our window curtains and lace curtain fixtures, and pretty tints of paint for inside and outside painting. When in town, whether you need anything in this line or not, come in and see how prettily you can fix up your rooms at a minimum of cost.

### LONGWELL & WATTERS,

Mfg. Pharmacists, - - Wellman, Iowa.

Prize Advertisement.

an example of an ad that brought results, it is worthy of inspection. There are plenty of places where an ad of this character would be a novelty, and it can be used with certainty of getting attention. When accompanied by some definite information, as in this instance, it is quite sure to pay. I am under the impression, however, that the publishers of newspaper would be asked to pay one cent for each copy of their paper mailed if the critical eye of some postal official fell upon one of these ads with a wall paper attachment.

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#### IT SAYS IT.

Holland's Pharmacy, Manchester, N. H., submits the following quinine pill ad. In its original form it occupied about 5 inches single column, and was surrounded

by a solid black border, so black as to suggest mourning, which is not desirable. The text of the ad, however, affords a good example of what any ad should be. It gets down to business in the first line, stays there, and quits when the story is told. This, you observe, would be a complete ad if it consisted of the headline and address only. The heading is the natural one, no other so good could be devised, yet it is safe to say that a majority of advertisers would have used something else because few as yet realize that a plain statement of fact is always the best advertising:

#### 100 Two-Grain Quinine Pills for 25 Cents.

By Mail 27 Cents.

We have just received from one of the largest and most reliable pill makers in America, the enormous invoice of 500,000 Two-Grain Quinine Pills. Our purchase being so extraordinary large, the makers gave us the advantage of low market and bottom prices; in turn we give the people the same advantage—stock up now, there is no time like the present. They will keep until you need them, if not for fifty years. Holland's, 893 Elm street, Manchester, N. H.

#### PROPERLY UNIQUE.

##### EDITOR BUSINESS BUILDING:

Inclosed find a newspaper advertisement I used this spring when I started my fountain. My store is well known in the city, and in consequence I did not put my name on the ad. I think that an advantage in this case. I had a great many people speak about it. Charles Rowe.

Amsterdam, N. Y.

Mr. Rowe's ad was headed:

#### AN EASY PUZZLE TO SOLVE.

Below this heading, by means of rules, a diagram of the two streets that pass his store was constructed. The names of the streets were indicated in type, and Mr. Rowe's corner was marked by a circular ornament, below which appeared in type: "Southwest Corner." In the lower corner of this block, next to the margin, was an index pointing to the store's location, followed by the words: "Soda fountain now open."

This is a proper sort of an idea for those who wish to vary their advertising occasionally by something a little unusual. Good judgment was shown in omission of the firm name. The merit of the ad lies in its psychological element. It attracts attention and stimulates a slight mental effort on the part of the reader.

#### A GRIEVANCE.

E. M. Roche, Frenchtown, N. J., objects to his price-list, recently noticed, being dubbed a "cut-price list," stating that he is decidedly opposed to cutting, and that this misrepresentation touches him in a tender spot. He says: "There is no mention anywhere in the pamphlet of a single patent medicine and no cut prices." I find on the back page of the circular a display ad of this kind. "For constipation use Wilhelm's Geneva Tea." "For all pains use Williams' Magnetic Relief. Sold at Roche's Pharmacy." Looking within I notice such items as these:

Williams' Magnetic Relief.....	.20
Wilhelm's Geneva Tea.....	.25
Nash's Pain Relievers (plasters).....	.15
Quinine Pills, 2 gr., doz.....	.06
Baking Soda, lb.....	.06
Brimstone, lb.....	.06

To some of those to whom the circular was sent, such items might seem like the mention of a patent medicine or a suggestion of cut prices. In a new edition it might be

well to distinctly disclaim any intention to give anybody a lower price than the same goods can be had for elsewhere, thus allowing no chance for misunderstanding. The description of the circular was faulty, and the price-lists were not closely examined. The amount of time given a piece of printed matter is determined largely by the impression received from a cursory examination of it; as the same rule is unconsciously applied by the general public, the method may not be so far out of the way, though in this instance it has led to a misstatement which is regretted.

#### For the Bath.

Another surprise is now ready. We have spoken before of the completeness of our Toilet Article department.

We now introduce to your notice a department of articles for the bath.

Bath Brushes. Imported and Domestic Bath Brushes with

hard and soft bristles. A complete line of Kent's Celebrated English Brushes. A large variety of bath mitts and bath straps, nail and hand brushes—in fact every form of wood and bristle that help in the bath.

Bath Soaps. A full line of all well-known brands of bath soaps, perfumed toilet soaps, and shampoo soaps, imported and domestic.

About toilet waters we say little, except that they are a particularly pleasant addition to the bath. We sell all the well-known brands.

Sea Salt. In hot weather sea-salt is a most useful and agreeable help to the bath. Ten pound bags are the most convenient form.

Violet perfumed Sea Salt, the latest addition to the number of successful toilet preparations.

Faxon, Williams & Faxon,  
Prescription Druggists.

#### SOLID, BUT GOOD.

The ad of Faxon, Williams & Faxon, Buffalo, N. Y., shows an excellent arrangement where a large amount of matter is to be put in limited space. This ad would be more conspicuous in the average paper than one loosely set, and the display is well calculated to attract the attention of all interested in the subject presented.

#### THE WINNING SORT.

R. B. Henderson & Co., New Albany, Miss., submit two large newspaper ads which, they state, were run in the center of the local page of newspaper. These are both excellent. The headings are bold and descriptive, and detailed information is given as to prices, size, character, etc., of the goods advertised. For instance, here are all the elements of a good ad any time, anywhere:

#### THE BROWNIES.

The two Brownies, Anamosa, Iowa, send several ads which seem pretty free from faults at which rocks can be thrown. One feature of their advertising it seems might be adjusted better. In one of the papers they use about three inches. This space is apt to be crowded, and to be set in type smaller than is desirable. In the other paper they have ten inches, which is but loosely filled. Enough space to say properly what need be said is the proper amount for either paper. Three inches is apt to be more expensive than five inches in the average country paper—that is, five inches is apt to pay where three inches would not.

#### LET THE GOODS TALK.

F. Brignac, Jr., Litcher, La., sends a circular, the essential portion of which is an effective list of prices. The ad is good, but would have been still better had less effort been apparent in its preparation. The references to Prosperity, Protection, Expansion, etc., on the first page are irrelevant and weaken rather than help. The writer had some interesting things to tell, and should have waded right into them without diverting attention.

The first page should have borne a brief heading having a direct bearing on the subject. For instance, "Buy your drugs for less," would be more apt to interest the average reader than the indirect method adopted.

# Proprietary Association of America.

**Nineteenth Annual Meeting in New York—Retail Associations Well Represented—Proprietors Take No Positive Action on Any Subject of Interest to Retailers—Fight Shy of Indorsing Worcester Plan, Though Urged to Do So—Views of Retail Delegates.**

## Retail Delegates in Evidence.

**R**ETAIL druggists were greatly in evidence at the nineteenth annual meeting of the Proprietary Association of America, which opened at the Murray Hill Hotel, this city, on May 1, and was in session two days. Delegations of retailers were present from the National Association of Retail Druggists and from local associations of retailers affiliated with the N. A. R. D. from points as distant as Cleveland, Ohio, in the West, and Wilmington, Del., in the South, while the associations nearer to the metropolis were well represented, Boston and Philadelphia sending noticeably strong delegations. The newly organized association of cutters, or independent druggists, as they prefer to be called, named the Drug Merchants' Association of New York City, which was described very fully in a recent issue of the *AMERICAN DRUGGIST*, was represented by its president, W. C. Bolton, of the Bolton Drug Co., Brooklyn, and by Clarence O. Bigelow and J. Jungmann, of New York City. Not since the twelfth annual meeting at Delmonico's in New York in the fall of 1894, when the Interstate Retail Druggists' League was to the fore, have so many leaders in the retail drug trade participated so prominently or presented their views so clearly and with so much force, although the opportunities for a hearing were few and far between under the new star-chamber methods of the Proprietary Association, by which the bulk of its business is transacted in secret sessions.

The majority of the delegates from the retail associations were present with instructions to advocate the adoption by the Proprietary Association of the Worcester Plan and Contract, as devised by Dr. Julius Garst, of the Phenyo-Caffeln Co., of Worcester, Mass. This plan has received the approval of the Executive Committee of the N. A. R. D., and its adoption has been recommended to all affiliated bodies wherever local conditions warrant taking such action.

## The Proceedings in Detail.

The opening session of the association was called to order at 11 o'clock, on Wednesday, May 1, by President V. Mott Pierce, of Buffalo, and the first business taken up was the reception of visiting delegates. President Pierce announced the following delegation from the National Wholesale Druggists' Association: C. F. Shoemaker, of Philadelphia; Albert Plaut and W. S. Mersereau, of New York City; F. L. Carter, of Boston; W. J. Walding, of Cleveland. Chairman Shoemaker being absent, the reception of the delegates from the N. W. D. A.

was, at the suggestion of Mr. Mersereau, postponed to a future sitting. The accredited delegates from the National Association of Retail Druggists were then announced as follows: W. C. Anderson, Brooklyn, president of the association; F. E. Holliday, Philadelphia, chairman of the Executive Committee; John Gallagher, Jersey City; William Muir, Brooklyn; George H. Hitchcock, New York City.

## ADDRESS BY THE PRESIDENT OF THE N. A. R. D.

Mr. Anderson was introduced and addressed the gathering in behalf of the association of which he is the president. After a few words of hearty greeting, in which he laid stress upon the fact that never in the history of the drug trade was there a time when a cordial greeting between proprietors and retailers had so much force as on the present occasion, he eloquently referred to the mutual dependence of the two branches of trade, saying:

## THE DEBT OF THE MANUFACTURER TO THE RETAILER.

"You gentlemen represent a branch of the trade which requires much care, energy, hard work, and a large outlay of money to make your business successful; but still all your time and talent would be ill-spent unless means are provided whereby your products may reach the consumer. The best results have been proved to be through the use of retail dealers as distributors who will impress the public with the value of your preparations. The manufacturers of proprietary medicines have been most fortunate in securing the co-operation of retail druggists in the introduction of their goods; for the retailers' efforts and support have materially helped the proprietary business to rise from a small beginning to one of the largest interests of the country. The retailer is always ready to aid the manufacturers. We need not go back into history further than the Spanish-American War to demonstrate this fact, for when the manufacturers of proprietary medicines announced their desire to get rid of the war revenue stamp tax on medicinal preparations, the retailers came to their assistance to press the fight for the repeal of the tax; then the retailers believed that proprietors who increased their prices would reduce them on the repeal of the taxes, and they still entertain that belief.

## THE INTERDEPENDENCE OF TRADE.

"The proprietary medicine business, on the other hand, has done much for the retail drug trade. Both businesses have been transformed by the efforts of each. The proprietary medicine business has become such an important factor in the trade of the retail druggist that he is loath to give it up. The retail druggist, I believe, will never be induced to cease selling proprietary medicines. His existence, in many instances, depends upon it. But this much is certain: the retailers must have a profit. Every indication points to the fact that the proprietor can control the sale of his preparations and maintain the prices at which they shall be sold; his right to sell to whom he pleases and refuse to sell to whom he pleases has been es-



A PAGE FROM THE BANQUET MENU.



established by the highest courts of different States, which have held that contracts with dealers to sell at certain figures could be enforced. The proprietor holds the key to the situation. It is simply a business proposition. He can demand of his distributing agents such requirements as will carry out his plan; and there stands at all times ready to support and protect him in every way possible the grandest, the most influential and most powerful organization of retailers ever brought together—the National Association of Retail Druggists. If the proprietor can realize that he should have on his side in harmony with him 98 or 99 per cent. of the retail trade of the country, instead of a small lot of aggressive cutters, then surely the dark cloud that has been hanging over us so long will be dissipated, and we shall have unfolded to us a bright and prosperous future."

Other representatives of the retailers were called upon, F. E. Holliday and John Gallagher being among those responding, but they had nothing to add to what President Anderson had said.

#### VICE PRESIDENT KRAMER ON A KEY AND A KEYHOLE.

The response for the Proprietary Association was made by Vice-President H. L. Kramer, who made a characteristically bright speech. He said he was placed at a great disadvantage, considering that he had had only two minutes in which to prepare a speech in reply to one that he was certain President Anderson had been figuring on for the past six months. President Anderson had said in his address that the manufacturers held the key to the situation, and Mr. Kramer said if some one would now come along and fix the keyhole so that the proprietors could at once insert the key, and forever lock the door against the cutters, the proprietors of the country would be glad to act. There was not a proprietor in the land who was not on the side of the retailer in the present situation. The proprietors, he said, went into the Tripartite agreement as the last side of the triangle, and they intended to stick to it. If there was any hitch in the plan the fault would not lie with them. Mr. Kramer closed by touching on the successful method adopted by his firm to control the price and regulate the sale of Cascarets.

#### DELEGATES FROM LOCAL ASSOCIATIONS.

The Northern Ohio Retail Druggists' Association was represented by its able and energetic organizer, E. R. Cooper, of Cleveland, who also presented credentials as the delegate of the Detroit and Wayne County Association, of Michigan; the Erie County Association, of New York, and the Columbus Association, of Ohio. Mr. Cooper contented himself with presenting the greetings of the associations he represented, stating that he was there on business, and would defer further remarks till next morning's session.

The same course was taken by the delegates of the Philadelphia Association of Retail Druggists, consisting of Charles Leedom, J. C. Perry and C. W. Schull.

#### THE NEW CUTTERS' ORGANIZATION REPRESENTED.

The Drug Merchants' Association of New York City, as the organization of independent retailers is styled, made its debut at this session, being represented on the floor by its president, William C. Bolton, of Brooklyn, and Clarence O. Bigelow and Julius Jungmann, both of New York City.

Mr. Bolton, who was greeted with applause, said he had not come prepared to make a speech, but was there in a purely business capacity. "We have been described as 'cutters,'" said he, "but our association doesn't want to cut prices, and, in fact, we are selling some articles at a higher range than that established by the N. A. R. D. schedule. Our schedule of prices was fixed prior to the N. A. R. D. price-list, and when the latter was issued we found that out of some 200 articles on it 21 were lower in price than the figures established by our association."

#### GETTING NEXT TO THE MAN WITH A PAIN IN HIS NECK.

Mr. Bolton said that last year the members of his association sold \$5,000,000 worth of proprietary goods. Among other accomplishments the association had succeeded in getting the Dry Goods Association to agree to not advertise patent medicines at cut rates in the newspapers. He said: "We have worked with the Dry Goods Association, and for the last year you have not seen any proprietary medicines advertised at reduced prices with one exception—Omega Oil. That was omitted from our list, as they had not begun to advertise it when the list was made out. Pinkham's compound was sold yesterday at 69 cents; to-day the price in the dry goods stores will be 77 cents, as the result of the efforts that we have made. When the situation is ripe," he continued, "we shall be glad to get good, even full, prices, but the N. A. R. D. plan as it operates in New York City is defective, and I would

advise the Proprietary Association to investigate the situation here. In this city you want to look at the situation as it is, and endeavor to get your heads together with the rights of the people who are directly up against the man with the pain in his neck. You wish to sell your goods, of course, and don't want anything else put in place of them, and when you are doing business with the Drug Merchants' Association of New York you are getting close to the man who is right next door to the man with the pain. That is what you want." Mr. Bolton then stopped abruptly, and said he would address the association more in detail at a later session.

The greetings of the Wilmington (Del.) Retail Association were extended by T. B. Cartmell, its president.

#### PRESIDENT OMITTS ANNUAL ADDRESS.

The regular business of the association was then taken up, and after an announcement by Clarence G. Stone, the chairman of the Committee on Arrangements, followed by votes of thanks to the individual members of that committee—viz., Clarence G. Stone, J. G. Patton and Harry H. Good, the annual address of the president was called for, but none was forthcoming. Dr. Pierce explained that the work of the association during the past year had been transacted by committees who would cover it in their reports. Several applications for membership were then submitted by J. R. Kathrens, chairman of the Committee on Membership.

The report of the delegates to the meetings of the various pharmaceutical associations was made by W. A. Talbott, chairman, and E. C. De Witt made a brief verbal report of the annual meeting of the N. A. R. D. at Detroit, at which he represented the association.

#### ASSOCIATION IN A HEALTHY CONDITION.

Secretary Joseph Leeming reported a total membership of 169. There were seven resignations during the year, but a sufficient number of new applications had, he said, been presented at this meeting to offset the loss.

Treasurer H. B. Harding submitted his report, showing a cash balance on hand of \$6,446.38, as against a balance of \$7,237.81 on hand a year ago. The receipts for the year amounted to \$9,087.11, of which sum \$8,400 was derived from the annual dues of the members. The heaviest expense incurred by the association was in connection with the effort to bring about the repeal of the stamp tax on proprietary goods and in opposing obnoxious legislation, the expenses of the Legislative Committee having amounted to \$7,705.42. The total expenditures for the year amounted to \$9,878.54.

#### AN ILLOGICAL PROPOSITION BY MR. HARDING.

Mr. Harding is one of the oldest officers of the association, having been re-elected to the office of treasurer year after year since he first took it twelve or more years ago, at a time when the association had but \$60 in its treasury. In closing his report this year he asked that he be honorably discharged from further service.

Mr. Sharp called attention to the illogical nature of Mr. Harding's request. He had brought the funds in the treasury up from \$64 to \$6,400, and now wanted to resign his office. The members would, of course, refuse to listen to such a proposition.

Various committee reports were then presented. The report of the Committee on Memorials of Deceased Members consisted of volunteer statements by individuals present, and a communication from Thomas Dolber, of Boston. The chairman of this committee, J. W. Campion, of Philadelphia, had been seriously ill and unable to give the matter any attention. Memorials of the following deceased members were presented: Charles H. Pinkham, Lynn, Mass.; Frederick Humphreys, M.D., New York, and Eben C. Jayne, Philadelphia. Each memorial was received by a rising vote.

Harry Good reported for the Committee on Infringement and Simulations of Trade Marks, and gave a detailed account of the controversy between the two Chase firms, the Dr. Chase Co., of Philadelphia, and the Dr. A. W. Chase Co., of Buffalo. The committee recommended that the name of the last named firm should be presented for membership. The matter was taken up later in an executive session and fully discussed. The meeting then adjourned until 2.30 p. m., to meet in executive session.

#### A SECRET SESSION.

The afternoon session was held behind closed doors, and no reporters were admitted. It was learned, however, that after the appointment of a Committee on Nominations consisting of Messrs. Sharp, Newman, Durcan, Beardsley and Talbott, the report of E. C. De Witt, chairman of the Committee on Legislation, was presented and discussed. The report was explained in detail by Mr. Douglas, the attorney of the committee. The

most important work transacted by the committee, aside from fighting obnoxious measures in the several State Legislatures—some 151 bills of this kind having received attention—was the fight for the repeal of the stamp tax (of the entire sum of \$7,705.42 spent by the committee, \$2,400 was expended in the work of tax repeal). The committee received valuable assistance from the National Association of Retail Druggists, the American Pharmaceutical Association, the National Wholesale Druggists' Association and the trade press, and the report recommended that the thanks of the association be extended in recognition of such assistance. There had been agitation on the subject of a national pure food law, the report stated, but so far nothing objectionable to the association had appeared. Pharmacy laws had also been passed in some States, but while these were not all that was desired, none of them contained very objectionable features.

#### ON ADVERTISING MEDIUMS.

The Committee on Advertising presented an interesting report, in which reference was made to the valuable work of the Association of American Advertisers in auditing circulations of advertising mediums. A discussion upon the report ensued, in which the members expressed the opinion that, owing to the great amount of work required on the part of the committees of the Proprietary Association in other directions, it would be difficult for them to accomplish any practical results in the direction of securing data concerning circulations of publications.

The following resolution was then adopted:

“Resolved, That the Proprietary Association of America hereby indorses the objects of the Association of American Advertisers and the work being done by the said association in the auditing of the circulation of publications which accept advertising, in which work the members of the Proprietary Association are largely interested.”

Secretary Joseph Leeming handed in a report as delegate to the Proprietary Articles Trade Association of Canada. He reported that the Canadian association was making good progress in organizing Canadian manufacturers and in protecting the proprietary trade interests of its members. This concluded the business of the executive sitting, and the meeting adjourned to meet again on the following morning.

#### A REPORT ON TRADE INTERESTS.

This committee, of which A. M. Hance, of Philadelphia, is chairman, presented a report of considerable interest. It was read to the meeting by his associate, F. S. Bruen (treasurer and secretary of Pond's Extract Co., 78 Fifth avenue, New York). The most important event of the year, the report said, was the passage of the bill to repeal the special war taxes. Although the committee had worked diligently and persistently to bring about this much desired result, it allowed itself to go on record as saying that “we might still have had a revenue bill in a more or less objectionable form had it not been for the great organization of retail druggists—the N. A. R. D.”

#### AS TO LOCAL ORGANIZATION AMONG RETAILERS.

The committee took a rather surprising view of the local organization feature of the N. A. R. D. plan. “The subject of price cutting,” the report stated, “is still in evidence, notwithstanding the many plans proposed to prevent it. One of the favorite methods seems to be in organizing locally to fight the cutter. As far as one can tell from general observation and hearsay, this undoubtedly advertises the cutter and presumably increases his business. If it really does this, it would seem to mean a decrease in the business of the druggists who are opposing him. The public do not understand the situation and care less about it, and generally go where they can buy cheapest.”

The letter of M. Van Emery, of Buffalo, to the editor of the AMERICAN DRUGGIST, which appeared in our issue of March 11, was instanced by the committee as an evidence of an increasing interest in the subject of plans for the prevention of price cutting. The report under this head read as follows: “Several months ago there appeared in the AMERICAN DRUGGIST a letter from a druggist in Buffalo, who earnestly took up the question of price cutting, inviting ideas, etc., from others. More than two months have elapsed, but up to this time we have failed to notice a single communication on the subject. We do not know that this shows indifference on the part of the retailers, but it would seem to indicate that it is a deep and difficult subject. We are afraid that some of his ideas are too Utopian even for the twentieth century.”

#### RECEPTION OF DELEGATES.

The morning session on Thursday was an open meeting, and the first business taken up was the reception of the delegates from the National Wholesale Druggists' Association. Mr. Shoemaker, the chairman of the delegation, had not ar-

rived when the meeting opened, but greetings were extended in his absence by F. L. Carter, Albert Plaut and William J. Walker, the president of the N. W. D. A. The response for the association was made by John W. Kennedy, of Chicago.

#### RETAILERS SPEAK FOR THE WORCESTER PLAN.

The representatives of the retail associations were then invited to participate, and S. A. D. Sheppard, of Boston, Mass., the delegate of the Massachusetts Pharmaceutical Association, addressed the gathering. Mr. Sheppard said that he and his colleague, Mr. Flynn, were present with special instructions from the State Association, the Boston Druggists' Association and the Apothecaries' Guild of Boston to urge upon the Proprietary Association the adoption of the Worcester plan and contract for the regulation of prices.

“We consider this plan,” said Mr. Sheppard, “to be the strongest weapon that has ever been forged to protect the interests of the trade. The Massachusetts State Pharmaceutical Association is firmly convinced of its feasibility and effectiveness. Dr. Julius Garst, its proposer, has demonstrated that proprietors can control the sale of their goods by carrying cases to the courts, and the supreme bench of Massachusetts has decided in favor of his contention.” Mr. Sheppard brought his remarks to a close by submitting a list of over 200 names of retail druggists of Boston and vicinity who have promised to support the plan, and have contributed funds to carry on a propaganda for its general adoption.

C. P. Flynn followed Mr. Sheppard, and gave a detailed account of the operation of the N. A. R. D. plan in Massachusetts. While the druggists of Massachusetts were loyal to the tripartite agreement, they felt, he said, that it needed such an infusion of strength as would be given to it by the adoption of the Worcester plan, and he appealed to the Proprietary Association to give that plan their support. Up to this time Dr. Garst had been spending his own money in prosecuting the work, which has now reached a point where he, the doctor, felt justified in asking the assistance of the retail trade and the National associations. Mr. Flynn said: “He (Dr. Garst) is up to the point, as I understand it, where he feels the need of national support; the support of the Proprietary Association of America, the National Wholesale Druggists' Association and the National Association of Retail Druggists, in the prosecution of this work. I hope that the gentlemen of the Proprietary Association will give this movement all the consideration that is due to it, and if they can see their way to indorsing it, to a certain extent, as far as they may deem wise, I trust they will do so, and do all they can to advance the interests of the movement. I am sure it will be pleasing to the druggists of Massachusetts, and more particularly to those of Boston.”

#### WHOLESALE FOR THE TRIPARTITE AGREEMENT.

C. F. Shoemaker, the chairman of the delegation from the N. W. D. A., entered the room at this point and was introduced. Speaking particularly of the tripartite agreement, he said it had been productive of great good. The operation of the rebate and tripartite agreement was in line with the logical trend of commercial progress. Unrestrained competition was, he said, unhealthy and a reversal to savagery, while the community of interest idea or trend to collectivism was healthy and beneficial. The tripartite plan had made a degree of progress not anticipated at the time of its adoption a year ago. While all has not been achieved that was promised a year ago, the retailers now occupied a better position than ever before. It was in their power to see that both the proprietors and the wholesalers carried out the terms of the tripartite agreement. Offenders should be pointed out, and a complete observance of the plan would prove most wise and just. A signature to that agreement, he said, should be observed with the same degree of fidelity as a signature on a check or a promissory note.

#### MORE ABOUT THE WORCESTER PLAN.

The representatives of the retail interests were then given another innings, and the opportunity was improved to press forward the advantages of the Worcester plan. Charles Leedom spoke in behalf of the Philadelphia Association of Retail Druggists, which memorialized the Proprietary Association to adopt the plan. Mr. Leedom suggested that the association contribute to a fund, to be known as the Aggressive Defense Fund; and that proprietary goods be sold with a contract agreement that would enable individual proprietors to collect evidence of violation and act as plaintiffs in bringing suits to collect damages for such violations. The three representative associations of wholesalers, manufacturers and retailers had labored long and hard, he said, for the regulation of prices, and a point had now been reached where action by the Proprietary Association would be extremely beneficial. The plan was an entirely feasible one, and had been tested

fully in the courts. Mr. Leedom closed by giving some particulars of the cost of conducting a retail drug business and how substitution was fostered by the operations of the cutter.

Vice-President De Witt, occupying the chair, said that the various suggestions presented by the delegates would receive full consideration, and be referred for action to the Executive Committee of the association.

#### A RECORD OF AGGRESSIVE WORK.

E. R. Cooper, the organizer of the Northern Ohio Druggists' Association, who appeared as the representative of the local organizations in Cleveland, Detroit and Buffalo, followed with a lengthy address in which he reviewed the situation as it exists in various parts of the country with reference to the work of suppressing the cutter. He exhibited a number of sensational advertisements and news articles clipped from various Western newspapers, and showed how the cry of "drug trust" as used by the cutter was one of the strongest weapons that could be wielded in a manufacturing community where the workmen are organized in unions, and are antagonistic to any kind of industry described as a trust. He said he had taken up the matter in Ohio and had succeeded in suppressing the publication of objectionable news articles with the assistance of certain manufacturers of proprietary medicines who had withdrawn their advertisements from the newspapers printing the articles when informed of their actions. Mr. Cooper submitted a resolution for adoption by the Proprietary Association to the effect that the members should confine their advertising to newspapers which refrained from printing objectionable news stories relating to the retail drug business. The text of the resolutions follows:

"Whereas, The Proprietary Association of America is in great measure interested in the welfare of retail druggists; and,

"Whereas, Certain newspapers have from time to time seen fit to publish as news sensational articles detrimental to local drug interests; and,

"Whereas, The agitation of strife in the retail drug trade is injurious to the sale of goods, and,

"Whereas, The advertising of proprietary preparations in such periodicals as advocate sensational matter detrimental to retail associations is necessarily a waste of money;

"Now, therefore, Be it Resolved, That this association restricts its advertising to such mediums only as evidence a spirit of equity in the publication of drug news; and,

"Resolved, That any advertising medium which shall engage in the publication of matter other than consistent with the proper dissemination of news as the same may relate to drugs, shall be deemed by this association as operating in a manner detrimental to manufacturing and retail drug interests.

"Resolved, That any undue sensational publicity is damaging to the individual business of the members composing this association and will be so regarded.

"Resolved, That copies of this resolution be printed and sent to all advertising agencies."

#### AGAIN, THE WORCESTER PLAN.

He then approached the subject which he said he had been especially instructed to bring up—namely, the adoption of the Worcester plan by proprietors. The N. A. R. D. plan was defective in some particulars, it being found impossible with it to completely cut off supplies from cutters. He did not wish it to be understood that the associations he represented were not loyal to the National Association of Retail Druggists or faithful to its plan. But the N. A. R. D. plan or tripartite agreement needed backbone, and the adoption of the Worcester plan in connection with it would give it the desired strength. As to the objection that the source of supplies could not be traced under the Worcester plan, Mr. Cooper was convinced that if it could not be done under this plan it was impossible to trace them with any other. He said he was sorry, but it seemed to be necessary to compel men to be honest—the moral suasion idea only held good in the pulpit. With regard to substitution Mr. Cooper pointed out that the cut rate evil had done much to cause substitution, since that practice was usually resorted to where dealers' profits are cut down. With cut prices abolished and better prices prevailing the tendency to substitute was reduced to a minimum.

Secretary Leeming read a communication from the Lancaster Pharmaceutical Association, William O. Fraley, secretary, communicating a resolution adopted by the association placing it on record as favoring the Worcester plan and contract, and memorializing the Proprietary Association to take similar action. On motion of O. E. Foster the various communications were referred to the Executive Committee to report at a future session.

#### THE N. A. R. D. AND THE WORCESTER PLAN.

President W. C. Anderson, of the National Association of Retail Druggists, addressed the chair, saying that he wished to make clear the position of the N. A. R. D. in regard to the Worcester plan. He stated that the Executive Committee of the N. A. R. D. had approved of the Worcester plan, and recommended its adoption wherever local conditions would warrant such action, the affiliated bodies being considered best able to decide as to whether it or the tripartite agreement was most suitable. The resolutions and memorials presented by the delegates of the local associations were in line with the recommendations of the Executive Committee of the N. A. R. D. Mr. Anderson added: "Mr. Kramer said yesterday that manufacturers held the key to the situation, that the door was there, the keyhole was there, and what was now wanted was somebody to come along and push the key in. Well, the Worcester plan is the power that will drive the key home."

#### A STAMP TAX QUESTION.

A. H. Beardsley, of the Dr. Miles Medicine Co., referred to the fact that the War Revenue Act was still in force as to the stamp taxes on proprietary medicinal articles, but that these taxes will be abolished on and after July 1. He brought up the question as to whether manufacturers could send out goods from the factory unstamped, to be held for distribution on July 1. B. P. Cooper, of the R. T. Booth (Hyomel) Co., stated that he had had a communication or ruling direct from the Internal Revenue Department at Washington, which stated that no goods subject to tax could be removed from the factory unstamped, which disposed of the question, and the session adjourned.

#### A SECRET AND AN OPEN SESSION.

At the afternoon session, which was started behind closed doors, action was taken on various matters discussed at the open sessions. The matter of reducing prices after July 1, when the War Revenue Reduction act will take effect, was referred to the incoming Executive Committee for such action as might be deemed best in the circumstances.

#### ACTION ON THE WORCESTER PLAN.

The Worcester plan was made the subject of a resolution, the following, as recommended by the Executive Committee, being adopted:

"Resolved, As the Worcester Enforcement Plan calls for such radical changes and necessitates such careful investigation of legal conditions, that it should be referred to the individual members of the association; and,

Further, in order that each member may have a full and complete understanding of the plan and the legal conditions connected therewith, it is recommended that the plan be set forth in complete detail by the originator thereof and furnished by the secretary for the individual consideration and action of the members of the Proprietary Association of America."

#### NEW MEMBERS.

The report of the Committee on Membership was then considered and the following firms were duly elected:

Fort Wayne Drug Co., Fort Wayne, Ind. (Naftalan, Lincoln Tea).

A. R. Bronner Co., Chicago, Ill. (Coke Dandruff Cure).

Murine Eye Remedy Co., Chicago, Ill. (Murine Eye Remedy).

Dr. E. L. Graves Tooth Powder Co., Chicago, Ill. (Dr. E. L. Graves' Tooth Powder).

The Louis Daudelin Co., Worcester, Mass. (Blood Wine).

The Douglas Mfg. Co., New York City (New Skin Liquid Court Plaster).

Wm. B. Riker & Sons Co., New York City (Riker Expecto-rant).

The admission to membership of the Wm. B. Riker & Sons Co. means the election to membership in the Proprietary Association of Wm. C. Bolton, the president of the newly formed cutters' association, as he is one of the directors of the company. This is a circumstance which failed to attract the attention to which it seems entitled.

#### RETAILERS HEARD FROM—AND A CUTTER.

The session was at this point declared an open one, and the representatives of the retailers present were invited to participate in the discussions. There were calls for Mr. Holliday, the chairman of the Executive Committee of the N. A. R. D., and Mr. Holliday took the floor to give a statement of the progress of the tripartite agreement. He said in part:

#### PROGRESS OF THE TRIPARTITE AGREEMENT.

"The tripartite agreement is to-day a success and has come to stay, and the proprietors, with very few exceptions, are liv-

ing up strictly to the terms of the agreement; the jobbers are doing very well, and it may be that some of the jobbers will say something about this themselves. The retailers, through their local organizations, are doing as well as might be expected. In St. Louis every drug store in the city is selling goods upon an agreed scale of prices. All the former cutters are now members of the local association, 355 in number, and it is estimated that the profits of the retailers through this agreement amount to about \$12,000 a month. This agreement has been in operation for nearly ninety days. In Louisville twenty-one cutters have been removed from the list, and all the dealers are operating under schedule; the same thing in Richmond, Chattanooga, Portland, Ore., Kansas City and Detroit. The latter city started in November on a low schedule on a restricted number of articles. On the 8th of last month a new schedule with more articles and higher prices was issued, and the drug stores, department stores, grocery stores and all who sell proprietary medicines agreed to the advance, even the people who were known as cutters."

#### ABOUT THE DRUG MERCHANTS' ASSOCIATION.

Wm. C. Bolton, the president of the Drug Merchants' Association of New York, was then introduced and spoke in part as follows:

"Our Retail Drug Merchants' Association retailed last year five million dollars' worth of proprietary goods. That association embraces twenty-six stores in Greater New York. The tripartite agreement has said that we are cutters, that we should not buy goods direct of the proprietors, and that we should not buy goods direct of the jobbers; in fact, that we shall not have any goods at any price, and that we must close up our stores and go out of business. The Drug Merchants' Association of the City of New York wants to buy goods direct of the proprietor, and we want to sell them at such a profit as you want them sold at. When the committee from the National Association of Retail Druggists showed us their list we found that in some 200 articles in the list on twenty-one of them our price was higher than that of the N. A. R. D., and we had to cut down our list to meet their prices. (Laughter.) The same thing applies to the Dry Goods Association. I made a statement here yesterday that the price of Pinkham's Compound was yesterday raised from 69 cents to 77 cents. That increase was secured by the efforts of the Drug Merchants' Association.

"The Drug Merchants' Association of New York are paying insurance on a lot of stuff in the warehouse which we bought before this plan came into operation, and we have not touched it at all. I do not think you gentlemen want to fight us. We want to sell your goods, but we want to sell them at the price you want them sold at. There is not a cutter in New York who is selling goods under your rebate agreement. I have never violated a rebate agreement in my life, and will not and do not have to do it. I will either do as John D. Parks & Company did or do nothing at all. I will either sign it and keep it or I will not sign it and will not keep it. I have five thousand seven hundred and eighty-nine sources of supply, and I have only tapped one of them."

#### MR. PLAUT IS SCEPTICAL.

Albert Plaut, of Lehn & Fink, took issue with Mr. Bolton on the statement that the members of the Drug Merchants' Association consumed last year five million dollars' worth of proprietary goods, and Mr. Bolton said he could cut it down to one million if he liked that figure better.

#### ON SELLING DIRECT TO RETAILERS.

Mr. Plaut opposed the idea of selling direct to retailers with considerable vehemence. He said:

"To sell to the retailers direct is out of the question; that is, to sell to a few and ignore the jobber—to take those retailers who pay their bills in ten days is an injustice to the jobber. You cannot expect us to distribute goods to people who buy one-quarter and one-half dozen of an article and let the large trade go. You must make your choice right here now; you cannot sell the jobber and retailer both. I think in making that statement I voice the opinion of every jobber in this country, and I certainly do that of the New York jobbers. We had a meeting, as some of you may have heard, about two weeks ago, in reference to this matter. Every New York distributor was present but one, and they were agreed that those proprietors that sell their goods on the tripartite plan, and nevertheless supply retailers, must do one of two things: they must stop it or take their goods off the tripartite plan. We are placed in a very unpleasant position with our best customers when we refuse them these goods and they obtain them from the proprietor direct."

#### THE POINT AT ISSUE.

Mr. Shoemaker said the whole matter resolved itself down to a single point. There were perhaps one hundred and fifty buyers of the Bolton type. The whole matter then resolved itself down to the question: Are those buyers entitled to any more consideration than the 33,850 other retail druggists throughout the land? That is the point it comes to.

#### OFFICERS FOR THE ENSUING YEAR.

The Committee on Nominations submitted its report and the election of officers was then taken up, with the following result:

President, E. C. De Witt, of Chicago.  
First Vice-President, H. L. Kramer, Indiana Mineral Springs.  
Second Vice-President, F. S. Bruen, New York.  
Treasurer, H. B. Harding, New York.  
Secretary, Joseph Leeming, New York.  
Executive Committee: A. H. Beardsley, Elkhart, Ind.; Dr. V. Mott Pierce, Buffalo; W. A. Talbott, Warren, Pa.; George E. Newman, Louisville; Horace M. Sharp, Philadelphia, and Charles H. Stowell, Lowell, Mass.

On motion of J. W. Kennedy, of Chicago, it was resolved to hold the next meeting of the association in May, 1902, in the city of New York.

The form of the motion would make it appear that the Proprietary Association has decided to abandon the semi-annual meetings in connection with the meetings of the N. W. D. A.

After installing the newly elected officers the meeting adjourned.

#### The Banquet.

Nearly a hundred of the members and visiting delegates attended the banquet at the Murray Hill Hotel on Thursday evening, May 2. E. C. De Witt, the newly elected president, acted as toastmaster, a position which he very efficiently filled, and introduced as the first speaker Thomas P. Cook, whose toast was "Our Wholesale Distributors," the response to which was made by Wm. J. Walker, president of the N. W. D. A.

Hon. Charles B. Treat, Collector of Internal Revenue, addressed the members on "The Opportunities of the Twentieth Century." Wm. C. Anderson, president of the National Association of Retail Druggists, made a forcible address on "Commercial Patriotism." Lee Fairchild discoursed humorously on "What I Know of Proprietary Medicines." The last toast was "Our Own Association," Dr. V. Mott Pierce, retiring president of the P. A. of A., making a bright impromptu address, closing with some verses composed for the occasion, which were received with laughter and applause.

The menu card was the occasion of much favorable comment. The covers contained photo engravings of all the various advertisements used by the members of the association, and on the front cover the features of the officers peeped through their advertisements, the portraits of President Pierce, Vice-Presidents De Witt and Kramer, and Secretary Leeming and Treasurer Harding being shown in this way. The second leaf of the menu, which we reproduce herewith, reduced one-half, was the occasion of much remark and merriment. The credit for the production of this novel menu card belongs to Clarence G. Stone, the chairman of the Entertainment Committee, whose efforts to provide for the comfort and entertainment of the members and visitors were eminently successful, and both he and his associates, J. G. Patton and Harry Good, were the subjects of many cordial expressions of congratulation.

#### Present and Absent.

The firms represented at this meeting, either by members of the firm or heads of departments, were:

Aschenbach & Miller, Philadelphia; Anheuser-Busch Brewing Association, St. Louis; Carter Medicine Co., New York; Henri Nestle, New York; Pond's Extract Co., New York; Chas. N. Crittenton Co., New York; Cheney Medicine Co., Toledo, O.; Hance Bros. & White, Philadelphia; Ripans Chemical Co., New York; Seabury & Johnson, New York; Sterling Remedy Co., New York; Schleffelin & Co., New York; Merchants Gargling Oil Co., Lockport, N. Y.; Dr. D. Jayne & Son, Philadelphia; J. C. Ayer & Co., Lowell, Mass.; Walker & Gibson, Albany, N. Y.; the Dr. Chase Co., Philadelphia; Hiscox Chemical Works, Long Island City, N. Y.; Scott & Bowne, New York; California Fig Syrup Co., Louisville; Dr. Miles Medical Co., Elkhart, Ind.; Meyer Bros. Drug Co., St. Louis; Dr. Swayne & Son, Philadelphia; Mellin's Food Co., Boston; E. C. De Witt & Co., Chicago; Pabst Brewing Co., Milwaukee; Parls Medicine Co., St. Louis; E. E. Sutherland Medicine Co., Paducah, Ky.; Lydia E. Pinkham Medicine Co., Lynn, Mass.; World's Dispensary Medical Association, Buffalo; C. I. Hood & Co., Lowell, Mass.; Humphreys Medicine Co., New York; D. Ransom, Son & Co.,



Buffalo, N. Y.; Dr. A. W. Chase Medicine Co., Philadelphia; Chattanooga Medicine Co., Chattanooga, Tenn.; the Piso Co., Warren, Pa.; the Dr. Harter Medicine Co., Dayton, O.; Abbey Effervescent Salt Co., New York; Van Stan's Stratena Co., Ltd., Philadelphia; Himrod Manufacturing Co., New York; J. H. Zeilin & Co., Philadelphia; Tarrant & Co., New York.

The absentees were notably numerous and represented some of the largest proprietary interests in the country. Comment was made on the non-appearance at the meeting of such firms as the following: The Peruna Drug Mfg. Co., Columbus, O.; Alcock Mfg. Co., New York; Chamberlain Medicine Co., Des Moines, Ia.; Frederick Brown Co., Philadelphia; E. S. Wells, Jersey City; the Swift Specific Co., Atlanta, Ga.; Warner's Safe Cure Co., Rochester, N. Y.; Fenner's People's Remedies, Fredonia, N. Y.; Lambert Pharmacal Co., St. Louis, Mo.; Munyon's Homeopathic Home Remedy Co., Philadelphia; Eisner & Mendelson Co., New York; Smith, Kline & French Co., Philadelphia; W. T. Hanson Co., Schenectady, N. Y.; Hall & Ruckle, New York; the Emerson Drug Co., Baltimore; Hamlin's Wizard Oil Co., Chicago.

#### Interviews with Delegates.

The delegates from the retail pharmaceutical associations give expression to their impressions of the meeting in the following interviews obtained by a representative of the AMERICAN DRUGGIST:

S. A. D. SHEPPARD, Massachusetts State Pharmaceutical Association and Boston Druggists' Association: My general impression of the meeting is of the especially courteous treatment extended to the retail delegates. Nothing better could have been asked for. On the other hand, the action taken by the proprietors on the Worcester Plan showed that in giving us the "warm hand," the "cold heart" was behind it. The proprietors do not care to have anything to do with the Worcester Plan. If an individual member wishes to exploit it, well and good, but as for action as an organization—no, thank you! To use the vernacular, "It's up to the proprietors now," and the proprietors know it, but are not willing to publicly recognize the fact.

C. P. FLYNN, Massachusetts State Pharmaceutical Association: I think the resolution regarding the Worcester plan, adopted by the Proprietary Association, will be regarded by the trade as indicative of a disposition to shift the responsibility—to sidetrack the matter as it were—or, as some one else expressed it, put it into cold storage, and I feel that thousands of the retail trade as represented at this meeting will be greatly disappointed at the outcome. As I review the meeting, my impressions are of a polite indifference, a slight evidence of being somewhat bored, and a positive absence of any hearty interest in the matter before the meeting. I think the retail delegations would have been grateful if some one of the proprietors had spoken a few brave and earnest words in reference to the suffering interests of the retail trade. I will make my report to the Massachusetts State Pharmaceutical Association at the annual meeting in Fall River next month. I do not see how I can give a very glowing account of the prospects of assistance from the P. A. of A. for the furtherance of the interests of the retail trade. The P. A. of A. do not want to be annoyed.

JAMES C. PERRY, Executive Committee of the N. A. R. D.: As an officer of the N. A. R. D. I do not care to express myself at this time.

C. W. SHULL, Philadelphia Association of Retail Druggists: While we did not get what we came for, the large attendance at the session at which our delegates spoke, and the interest with which our addresses were received, show that the proprietors appreciate the influence wielded by the retail interests. Proprietors and retailers now take a much more rational view of each other, and the better knowledge must result in good to both.

E. R. COOPER, Northern Ohio Druggists' Association, et al.: I have nothing to criticize in the attitude taken by the Proprietary Association, for I recognize that the association is limited in its powers. The resolution on the Worcester plan might possibly have been made more comprehensive, but, as I said, I do not feel qualified to offer any criticism. It would seem, however, that some appropriation could have been made for the purpose of demonstrating the feasibility of the price enforcement idea. The attitude of the proprietary manufacturers toward the retailer is, I am convinced, most cordial. As to the measure of support extended to retailers, I believe that in many cases this is sincere, though I am sorry to acknowledge, from proof in my possession, that there are signers of the tripartite agreement who do not yet realize that "honesty is the best policy."

GEORGE H. HITCHCOCK, Manhattan Pharmaceutical Association: From all I have seen and heard at this meeting, it is my opinion that the proprietors and wholesalers are working faithfully to uphold the tripartite agreement. I was pleased

with the friendly spirit shown at the meeting and feel that the outlook is exceedingly bright for the complete success of the N. A. R. D. plan. Just how the Worcester plan is to be merged into the tripartite plan I am not yet able to see, but it is my hope that action looking to this will soon be taken.

CLARENCE O. BIGELOW, Drug Merchants' Association of New York City: I hardly feel qualified to give any expression of opinion, my attendance on the meeting being limited to one session. I am, however, impressed with the belief that the association as a body is willing to support almost any plan that promises relief to the retailer.

WILLIAM MCINTYRE, Philadelphia Wholesale Drug Co., Ltd.: Owing to the number of executive sessions held, at which, I assume, the members expressed themselves to each other, I had no opportunity of forming any definite opinion regarding the policy of the association. My visit has been a source of pleasure, as I have had an opportunity of meeting a number of old friends.

### TROUBLE IN GEORGIA.

#### Jacobs Pharmacy Co. Sues Associations and Individuals in the Tripartite Agreement.

Atlanta, Ga., May 8.—The shoe has begun to pinch here as in other parts of the country, and the predicted success of the tripartite agreement cannot be far removed when damage suits, pleas to the public in the newspaper advertisements and a general "squeal" upon the part of the cutters, are followed by personal encounters on the streets of Atlanta.

The fight between the Jacobs Pharmacy Co. and the Atlanta Druggists' Association is now on. With one or two small exceptions every pharmacist in the city belongs to the association. The tripartite agreement is lived up to and every retailer has pledged himself not to deal with any firm that sells to the Jacobs Pharmacy Co.

The natural result was, first, strenuous efforts to get goods in spite of this fact, and then when these efforts proved unsuccessful a suit for \$50,000 damages against the following named firms and individuals: Lamar & Rankin Drug Company, Brown & Allen, Elkin-Watson Drug Company, Charles A. Wikle, William P. Smith, R. L. Palmer, R. F. Watson, Alfred L. Curtis, Reuben C. Hood, M. K. Jenkins, W. F. Hammack, Bradfield Regulator Company, Swift Specific Company, C. L. Stoney, W. B. Freeman, W. S. Elkin, Jr., and the various associations.

A temporary restraining order was granted last month, returnable on May 4, when the first hearing was had. Only documentary evidence was then presented and nothing occurred of vital interest. A few days before the hearing, however, there was a street brawl, in which it was claimed that Joseph Jacobs struck W. S. Elkin, Jr., with brass knuckles, while his brother held W. D. Freeman, of the Lamar-Rankin Drug Co., who was in Mr. Elkin's company.

It can be understood that these methods have not helped Mr. Jacobs' cause any, and the outcome of the struggle will be watched with interest. Mr. Jacobs says that the druggists made a similar fight against him twelve years ago, proprietaries alone being the cause of contention then.

#### The Atlanta College of Pharmacy.

The commencement of the Atlanta College of Pharmacy took place on April 2, at the Grand Opera House. There was quite a large crowd in attendance at the exercises. The total attendance at the college during the present session was eighty-one students. Dr. George F. Payne has recently been elected dean, and his energetic work has increased the number of graduates to twenty-four, compared with a graduation class of only five the year before, and a total attendance of eighty-one, compared with an attendance of thirty-four the year before. Dr. Payne reports most encouraging prospects for still better attendance the coming session. There were twenty-four graduates, whose names are as follows: J. D. Baur, O. W. Bethea, J. G. Connell, A. G. Cozart, R. D. Gilbert, B. S. Graves, J. G. Hahn, J. F. Heard, S. C. Hopkins, H. D. Marshall, W. F. McAfee, L. L. Medlock, W. M. Medlock, J. D. Merritt, M. E. Noel, L. C. Pitchford, E. S. Ray, Miss Alice T. Ross, J. L. Scales, H. R. Slaton, H. S. Smith, Cosby Swanson, T. G. Turk and C. G. Watson.

#### Connecticut Association Will Meet in June.

Chas. A. Rapelye, secretary, is out with announcement of the next annual meeting of the Connecticut Pharmaceutical Association, which will be held in New Haven on June 11 and 12. Col. John W. Lowe has consented to act as local secretary.



## GREATER NEW YORK.

A. Bauer, of Bauer & Black, Chicago, was a recent visitor to the city.

James Vernor, former retail druggist of Detroit, is a visitor in the city.

Ellison & Co., formerly of 645 Madison avenue, will shortly locate at 9 East Fifty-ninth street.

Among those who contributed to the Jacksonville Relief Fund was George J. Seabury, of Seabury & Johnson, \$100.

There is talk of the formation in New York City of an association of the alumni of the Philadelphia College of Pharmacy.

The Roessler & Hasslacher Chemical Co., of 100 William street, have leased the building 185 Water street for warehouse purposes.

H. L. Petersen, formerly clerk for Hugo Wesch, of Brooklyn, has bought the pharmacy of Henry C. Boysen, corner of 132d street and Seventh avenue.

The work of the Rapid Transit Tunnel has necessitated F. W. Schoonmaker, Forty-second street and Park avenue, removing to a store opposite Vanderbilt avenue.

A vocal and instrumental concert, reception and supper was held by the German Apothecaries' Society at Terrace Garden, Fifty-eighth street, near Third avenue, on May 9.

The store of William Freidrich, a druggist of Ninth avenue and Eighteenth street, Brooklyn, was entered by burglars on May 4, and fifty dollars' worth of stamps stolen.

W. R. Robinson, of R. W. Robinson & Son, has been appointed hospital steward of the Seventh Regiment, succeeding Thomas W. Linton, who was honorably discharged at his own request.

S. H. Seeley, formerly a clerk for Dr. A. L. Goldwater, is about opening a new drug store at 4545 Third avenue, Bronx Borough. Mr. Seeley was head clerk at Dr. Goldwater's 149th street store for four years.

A glass show globe containing a solution of potassium bichromate focussed the rays of the sun upon a curtain in the window of the drug store of W. H. Ham at Asbury Park, and set fire to it recently. The fire was extinguished before any serious damage was effected.

Reinhart H. Luthin, a druggist, of No. 191 Bowery, and his manager, Alfred B. Cadmus, were arrested on May 3 on complaint of Anthony Comstock, charged with distributing salacious literature to advertise an alleged medical preparation. Both waived examination, and were held in \$500 bail each for trial.

Solomon G. Blumenthal, a druggist, of No. 2086 Third avenue, filed a petition in bankruptcy lately, showing liabilities of \$4,368.80, and assets of about \$2,000 worth of stock in trade and fixtures. Creditors among the drug trade are Johnson & Johnson, Hance Bros. & White, Max Zeller and Seabury & Johnson.

Andrew Pear, of London, head of the great English soap manufacturers, who commenced business in 1789, recently visited New York. He is a short, broad, hale old man, a compound of sea dog and an English country gentleman in appearance. He says the house of Pear is not likely to become extinct, since he has seven sons and three daughters.

Among the wholesale drug concerns that have changed their quarters this month are Proctor & Gamble, to No. 5 Platt street; General Chemical Co., to No. 25 Broad street; William S. Gray, to No. 76 William street; American Camphor Refining Co., to No. 5 Platt street; Thurston & Braidich, to No. 128 William street, and Arthur A. Stillwell, to No. 28 Cliff street.

F. E. Tower, the popular druggist of Bushwick avenue, Brooklyn, has removed his drug store to Jamaica avenue and Park street, Richmond Hill, where he has built a modern and model up to date pharmacy with all the last appliances. Mr. Tower has had twenty-eight years' experience in the retail drug business in Brooklyn. All of his friends wish him success.

The Eastern office of the Abbott Alkaloidal Co. in New York City has been removed to 100 William street. The new quarters are located more conveniently and are much more commodious and afford better facility for the handling of the rapidly increasing business of this office. Eastern patrons of the Abbott Alkaloidal Co. will kindly note this change of address.

The following New York companies were recently incorporated at Albany: Edgewater Drug Company, to manufacture drugs; capital, \$10,000; incorporators, Willard C. Fisk, Richard S. Treacy, Edward Schroeder. Pierce Drug Company, of Brooklyn; capital, \$3,000; directors, M. E. Pierce, of Brooklyn; F. D. Smair, of New York City, and H. H. Browne, of Westfield, N. J.

The distinguished looking gentleman who was mistaken for a Wall Street financier on his appearance in the New York drug market last week was Wm. P. De Camp, of the firm of De Camp & Quinn, Glens Falls, N. Y. Mr. De Camp is well and favorably known as the quondam traveling representative of Whitall, Tatum & Co. in New York State and the province of Quebec.

At the recent meeting of the Bronx Pharmaceutical Association No. 1 the following officers were elected: President, Thos. A. Smith; vice-president, B. Tracy McKane; secretary, A. H. Bischof, and treasurer, A. A. Jackson. The pharmacists of the Bronx have awakened to the fact that in union there is strength, and have buried petty jealousies in an endeavor to promote their business interests.

Abraham Sirotta, a clerk employed in the drug store of Dr. Levi Sheet, at Myrtle avenue and Ryerson street, Brooklyn, caught a thief who had abstracted several bills from the cash drawer recently by covering him with a revolver. The thief reluctantly disgorged his loot and then tried to escape, but Mr. Sirotta held him at the pistol's point until the attention of a policeman was attracted.

Up to the hour of going to press no word had been received of the whereabouts of L. A. Frasick, the druggist of Northport, L. I., whose mistake in compounding citrate of magnesia is alleged to have caused the death of a Mrs. McCann, of that place, several weeks ago. The mortgage on his establishment has been foreclosed. No warrant had been issued for Mr. Frasick, and he had been paroled in the custody of his counsel when he disappeared.

The drug store of R. Gastmeyer, Evergreen avenue and Himrod street, was entered by thieves about 3 o'clock one morning recently, by breaking the large plate glass in the door in the front of the store. There was a gaslight burning in the window and an electric light on the opposite corner. It was found that the crooks had cleaned out the stamp drawer of stamps and cash, but left the postal cards. They also tried to force open the cash register, but failed.

The Retail Druggists' Bowling Association held their concluding social on April 30. Ladies bowled two games for prizes. Mrs. G. H. Hitchcock won first prize, and other prizes were awarded to Mrs. G. E. Schweinfurth, Mrs. Charles S. Erb, Mrs. Otto Boeddiker, Mrs. J. Maxwell Pringle, Jr., Mrs. William Wels, Miss Essie Gibson, Miss Hitchcock, Miss M. Smith, Miss Androvette, Miss N. Smith, Miss Hamilton, Miss Wichelns and Miss De Zeller. Following the games a banquet was held at Healey's, and dancing followed.

The German Apothecaries' Society has placed itself on record as favoring a change in the election of members of the Eastern Branch of the Board of Pharmacy. At its meeting on May 2 it voiced a resolution that if proper provisions are made whereby the election may be confined to licensed pharmacists, all registered pharmacists of the Eastern Section should have a voice and vote in the election. The golden anniversary of the society will take place next October, and the Committee on Arrangement were empowered to draw on the society for an amount not exceeding \$1,000.

The fact that Daniel Myers, president of the Manhattan Fire Insurance Co., of 47 Cedar street, New York, is also a member of the drug firm of Benton, Myers & Co., of Cleveland, O., and is chairman of the Committee on Fire Insurance of the N. W. D. A., makes news concerning recent alleged findings in connection with the insurance company of which he is the head of interest. Mr. Myers, together with James W. Durant, secretary of the company, is charged with swearing to a false report of the company's financial standing for the year 1900. No criminal action has been taken.

The Bronx Borough Association No. 2 has elected the following officers: President, Max Mariamson; vice-president, P. J. Schaaf; treasurer, Geo. E. Huetner, and secretary, W. Mayerhofer. At its recent (third) meeting 25 members attended. A committee was appointed to induce fellow pharmacists to join the organization. The district being large, it was decided to cover it by coaches. Out of 52 pharmacists visited all but two joined the organization. There are still 20 pharmacists to be visited. The committee is so elated over its

success that it has decided to engage an "automobile" for the next trip.

The following Manhattan Pharmaceutical Association committees for 1901 have been named by President J. Maxwell Pringle, Jr.: Legislative, G. H. Hitchcock, chairman; A. P. Kerley and Otto Boeddiker; Finance, J. F. Comerford, chairman; R. W. Sayer and W. H. Porr; Grievance, Charles S. Erb, chairman; W. F. Rawlins and W. O. Luttmann; Trade Interests, William Schaaf, chairman; S. F. Haddad and F. O. Collins; Entertainment, B. R. Dauscha, chairman; Fred. Borggreve, R. H. Timmermann, E. J. Emelin, Gray B. Sullivan, F. N. Pond, Charles H. Wylle, Fred. Wichelns, F. J. Barker and A. Bakst; Membership, William Falkner, chairman; J. Weinstein and F. W. Carpenter.

The Stallman & Fulton Co. now has its offices at 30 Platt street, the ground floor of the Mallinckrodt Building. The general warehouse and shipping department is located at 10 Jacob street, near Ferry street, where all goods in quantities are now received and delivered. For the convenience of the city trade a stock of articles in small packages is also carried in the basement of 30 Platt street, and deliveries of such will be made from there if desired. A further separate building has been provided for the manufacturing department. Larger and improved milling facilities will enable the house to keep pace with its growing trade in powdered drugs, and all powders sold by it hereafter will be of its own production.

Justice O'Gorman, of the Supreme Court of the State of New York, has granted a motion to restrain William Hauenstein, of Seventy-eighth street and Amsterdam avenue, from vending Matzoon other than that made by Dr. Dadirrian & Sons Co. The Justice stated that following the decision of the courts of this State affecting the subject matter of this action the motion should be granted with costs. H. M. Dadirrian, of the firm of Dr. Dadirrian & Sons Co., when interviewed by a representative of the AMERICAN DRUGGIST, stated that while his firm desired to avoid any trouble with druggists on the question of the sale of Matzoon, they would nevertheless be compelled to protect their rights under the law by bringing a prosecution wherever druggists persisted in the sale of infringing preparations.

The golden wedding of Mr. and Mrs. Ewen McIntyre was celebrated at their home, 303 West Seventy-fourth street, on the evening of April 30. Besides the large number of guests present, the occasion was marked by the attendance of the first, second and third generations of the McIntyres, including Mr. and Mrs. McIntyre's ten children. No New York druggist needs to be told who Ewen McIntyre is, nor how closely their interests are intertwined with his sympathies. Their heartfelt wishes for his continued happiness and health go out to him without stint. For more years than it is necessary to recall Mr. McIntyre was the proprietor of the pharmacy at Eighteenth street and Broadway, and for fully thirteen years, from 1877 to 1890, he was president of the New York College of Pharmacy. His son, Ewen McIntyre, Jr., now conducts the pharmacy at 992 Sixth avenue.

Secretary Judson B. Todd, of Ithaca, is hard at work on the preparation of his announcement of the forthcoming meeting of the New York State Pharmaceutical Association, which will be held at Buffalo, June 4-8. He hopes to be able to issue the official programme a little earlier than usual, but is depending on the local committee in Buffalo for information, etc., regarding the entertainment features, and there may be some delay in collating the matter. It is proposed to hold the election of members of the Board of Pharmacy for the Middle and Western sections in separate rooms in the convention hall on Wednesday, June 5, at 11 a. m., and arrangements are now being perfected for these events. Secretary Todd has applied for the usual convention rate of a fare and one-third for the round trip from all points. Meantime, J. A. Lockie, of Buffalo, the chairman of the Executive Committee, has issued a circular calling attention to some features of the meeting, which is now in the hands of the members. The sittings this year will be held in the forenoons of Tuesday, Wednesday, Thursday, Friday and Saturday of the dates of meeting, and the afternoons and evenings will be open for visits to the exposition. The local committee, J. A. Lockie, 1128 Main street, Buffalo, chairman, asks us to urge every member who proposes to attend the meeting to secure hotel accommodations at once. The price of rooms at convention headquarters, Hotel Columbia, ranges from \$1.00 to \$2.50 per day, and application should be made at once. In this connection John Chamberlin, 90 Johnson Park, Buffalo, the Western New York representative of the AMERICAN DRUGGIST, is in a position to secure special home accommodation for all who correspond with him. He has several new permanent houses within easy walking distance of the exposition grounds at reasonable rates.

### Conferring on N. A. R. D. Matters.

There have been several meetings in this city within the past few weeks at which the tripartite agreement was the principal subject of discussion. Aside from the convention of the Proprietary Association there has been a meeting of the Joint Conference Committee and of the Executive Committee of the N. A. R. D. for Greater New York.

The members of the Joint Committee present were G. H. Hitchcock, G. E. Schweinfurth, W. C. Anderson, A. L. Goldwater, Wm. Muir, members of the Executive Committee; W. F. Rawlins, R. W. Sayre and B. R. Dauscha, Manhattan; H. O. Wichelns, South Brooklyn; A. F. Snelling, East New York; H. J. Kempf, Williamsburg; Otto Wicke, Bushwick; J. G. Wischerth, Bedford Association; D. Masters, Prospect Association; R. C. Werner, Twenty-sixth Ward, Brooklyn, and H. G. Smith, Greenpoint Association. After considerable discussion and the reading of the following satisfactory resolution, the meeting adjourned subject to the call of the chair:

At a meeting of the jobbing druggists of New York and the local Executive Committee of the N. A. R. D., held at the Drug Club, April 19, the following resolutions were adopted:

That the local Executive Committee of the N. A. R. D. are to be recognized by the trade as the authority for this section of the country and that their communications be considered official.

That the jobbers here represented agree to assist the local committee in tracing goods at any time when requested.

That neither the retailers nor the jobbers who have signed the tripartite agreement look upon the matter as child's play was proven at a meeting of twelve wholesalers and the Executive Committee of the Joint Conference Committee at the rooms of the Board of Trade and Transportation.

For several weeks past there had been rumors that a firm of wholesalers had been violating the agreement. Loath to believe it, every effort was made by the committee to keep the name of the house from publication and to keep the facts from becoming generally known. At last official notice was sent from all three national organizations—wholesalers, retailers and proprietors—and the firm after a talk with members of the conference committee confessed its culpability and promised reform, again pledging allegiance and making unconditional agreements to sin no more.

The result of these admissions was that at the meeting referred to not only did all the wholesale firms take the opportunity to pledge themselves anew, but the lesson being a timely one it was decided to fix a penalty for violations which will make those not inclined to stick to the agreement for honor's sake alone at least think twice before offending.

Although absolute confirmation of the matter could not be obtained it is stated that the New York jobbing firms have each subscribed \$100 toward a general fund to be used in the furtherance of the N. A. R. D. plan and it is hinted that detectives may be employed to unearth violations.

The meeting of the Executive Committee of the N. A. R. D. for Greater New York was held at the New York College of Pharmacy on May 4. The tripartite agreement and its operation was again discussed and the success of the movement regarded favorably.

### Graduates of the C. P. C. N. Y.

The graduating exercises of the College of Pharmacy of the City of New York took place at Carnegie Hall on the evening of Friday, April 26. The degree of Graduate in Pharmacy was conferred on a class of 125 students, while 11 post-graduate students received the degree of Doctor of Pharmacy.

After prayer by the Rev. Dr. Albert Rickey, of Trinity Chapel, Dr. Charles F. Chandler, the president of the college, made an address, in which he reviewed the history of the college and called attention to the fact that it received no help from the State, but was entirely self-sustaining.

The trustees' prize of \$100 each to the students ranking highest in each of the departments of the college were awarded as follows: Chemistry, Frederick W. Widmayer, New York; pharmacy, David G. Garbarino, New York; materia medica, Bedford B. Flint, Moira, N. Y.

The winners of the Kemp prizes were: Post-graduate prize, \$25, Manuel Stern, New York; senior prize, \$50, H. M. Hicks, Columbus, Ga.; junior prize, \$25, Miss Clara P. Smock, Asbury Park, N. J. The gold medal for the highest average in the final examinations was awarded to H. M. Hicks, Columbus, Ga.; silver medal, to Joseph H. Sykora, New York; bronze medal, to Bradford B. Flint, Moira, N. Y. Chas. S. Erb, who awarded the medals, said that Dorris W. Whipple, of Mamaroneck, missed third place by such a small margin that he thought he

was entitled to some consolation, and he handed him a bank-note.

David A. Munro addressed the graduating class. Thos. F. Main read the roll of graduates and doctors of pharmacy, as follows:

#### GRADUATES OF PHARMACY.

Benedict Bockar, Joseph Breslin, B. O. Brown, Frank Brust, E. C. Butler, G. W. Dantel, Frederick Derscheldt, W. F. Deutsch, Oscar Dittmar, August Eichler, W. F. Ernst, Sanval Feitsen, Julius Florentz, D. G. Garbarino, E. G. Hartung, E. G. Herbeuer, H. P. Hill, Jr., W. G. C. Hübner, M. G. Kantrowitz, Otto Klingmann, Rosanna Klinsenstein, W. H. Kollmer, Jr., W. H. Kramer, Godfrey Knepele, Lillian L. Levine, G. L. Lindsay, H. O. Luderer, Alphonse Martinez, David Mickelbank, Adolph Mulstein, Philip Munves, L. A. Murphy, H. L. Oxmann, R. P. A. Pauwels, Charlotte G. Ransford, William H. Rowse, Bessie Russ, F. G. Schaefer, J. F. Schefcik, F. K. Schmidt, Leo S. Schwartz, W. S. Sindey, C. R. Suchy, Joseph Sykora, R. G. Tunison, David Weill, Bertram R. White, F. W. Widmayer, Charles Wilhelm, Jr., Adolph Wolfert, E. S. Wolk and Hermann Wortmann, all of New York City.

T. M. R. Allen, Richmond, Me.; B. L. Ambrose, Utica, N. Y.; J. E. Anrig, Weehawken Heights, N. J.; J. M. Atchason, Newark, N. J.; A. J. Banzhof, G. C. Bate, Yonkers, N. Y.; Mason G. Beebe, Swanton, Vt.; V. A. Bradbury, Evanston, Wyo.; R. F. Bradley, Scranton, Pa.; Hiram R. Bradner, Asbury Park, N. J.; Justin S. Brewer, Hoboken, N. J.; William J. Brokaw, Long Branch, N. J.; Theodore Brown, Perth Amboy, N. J.; Jasper Cadmus, Bayonne, N. J.; Edward J. Carroll, Dushore, Pa.; John M. Cassidy, Lee, Mass.; Arthur J. Crowe, Bethel, Conn.; Edwin C. Dahms, Davenport, Ia.; Joseph H. De Giorgi, Utica, N. Y.; Teresa V. Donaghue, Girardville, Pa.; John J. Downey, Dobbs Ferry, N. Y.; Alva D. Ellsworth, Southampton, N. Y.; Hugo G. Emels, Davenport, Ia.; Emil C. Eude, Pittsfield, Mass.; Simon E. Estler, Boonton, N. J.; Bradford B. Flint, Molra, N. Y.; John F. Flynn, Bridgeport, Conn.; Edward P. Gannon, Wilkes-Barre, Pa.; Harry Goldschmidt, Norwalk, Conn.; Frederick A. Griffith, Islip, N. Y.; Thomas W. Hansen, Tallmans, N. Y.; George W. Hardwick, Bridgeport, Conn.; W. G. Hathaway, Boonton, N. J.; Elmer C. Hazard, Shrewsbury, N. J.; Raymond E. Henkle, Corvallis, Ore.; Herman M. Hicks, Columbus, Ga.; Archie B. Hoover, Binghamton, N. Y.; William R. Kaehle, New Haven, Conn.; Joseph I. Kassel, Paterson, N. J.; Hallam T. Koons, Patchogue, N. Y.; Martin Krom, East Rutherford, N. J.; Charles D. Loree, Somerville, N. J.; Charles G. Luther, Westchester, N. Y.; Walter I. McCann, Elizabeth, N. J.; Harry L. McCaul, Davenport, Ia.; Andrew J. McGowan, Westerly, R. I.; William J. McKim, Yonkers, N. Y.; Alfred C. Mangold, Brooklyn, N. Y.; Mariner H. Mason, Port Jervis, N. Y.; John B. Matheke, Paterson, N. J.; George C. Mennecke, Brooklyn; S. M. Meyers, Phillipsburg, N. J.; Thomas F. Morris, Thomaston, Conn.; James F. Murison, Elmsford; H. T. Peck, Boonton; Albert S. Perpete, Jersey City, N. J.; Earl R. Pike, Asbury Park, N. J.; Joseph R. Pinedo, Maracaibo, Venezuela; William M. Pritchard, Rome; William F. Rex, Brooklyn; John S. Robinson, Highland Falls; Charles A. Schenck, Mt. Vernon; A. Schwallie, Brooklyn; Frederick M. Suling, Brooklyn; John C. Tiedemann, Brooklyn; Clifford J. Vars, Andover; Charles E. Vernoy, Scranton, Pa.; George A. Walsh, Little Falls; Herman von Wedell, Dobbs Ferry; Albert C. Wessell, Wilmington, N. C.; Dorris Whipple, Jr., Mamaroneck; Norman C. White, Luzerne, Pa.; Dann L. Wood, Mansfield, Pa.

#### DOCTORS OF PHARMACY.

Charles Dichter, New York; Theodore F. Endress, New York; Alexander McD. Hepburn, Flushing; David A. Himadi, New York; Maximilian Kaliski, New York; Sidney May, New York; George W. Morse, Jersey City, N. J.; Henry Schmidt, Elizabeth, N. J.; Manuel Stern, New York; Gray B. Sullivan, West New Brighton; Rudolph H. Zahn, New York.

The honor men of the class were T. S. Brown, E. C. Butler, E. C. Dahms, B. B. Flint, D. G. Garbarino, W. G. Hathaway, H. M. Hecks, J. I. Kassel, O. G. Klingmann, H. O. Luderer, G. L. Lindsay, J. Lykora and D. Whipple, Jr.

#### ROCHESTER NOTES.

##### WHAT'S THE MATTER WITH THE BOWLERS?

The recent Buffalo-Rochester bowling match, which took place in Buffalo on the 19th inst., seems to have ended rather unpleasantly. Heretofore the games have been most friendly, yet at the same time the Buffalo men, to some extent, have had a feeling of superiority over their Rochester opponents. In the past the games have been won mostly by Buffalo, but the last game played in Rochester woke the Buffalonians to the fact that Rochester was tired of defeat, and the beginning of

the game at Buffalo the other day told that the men of Rochester were there to win.

It is not necessary to speak of the difficulty in detail, but it is to be deplored that the bowling matches which have helped to establish a feeling of good fellowship between the drug men of this city and Buffalo should be ended over so trifling a misunderstanding.

## WESTERN NEW YORK.

### Buffalo College Graduates a Large Class—Western Section Board Election—The Cut Price War is On—To Welcome the N. A. R. D.

Buffalo, May 7.—The commencement of the Buffalo College of Pharmacy, which was held on the morning of April 16 at the Teck Theatre, in connection with the commencement of the department of medicine of the University of Buffalo, was well attended and all proceedings were satisfactory. There were 37 first degrees conferred and one advanced degree, as follows: The degree of graduate in pharmacy was given to W. G. Achilles, W. G. Baker, Frank W. Barnum, O. F. Beck, O. H. Bierman, A. J. Boulet, F. A. Chase, B. C. Coffield, H. P. Davies, Jr., E. J. De Goller, G. J. Dittly, Jr., La Verne Doremus, H. E. Bowman, M. J. Fitz-Morris, C. N. Harlowe, W. T. Hicketon, F. L. Horton, N. G. Husk, R. D. Janke, F. J. Jones, M. D. Linger, Mrs. Ella J. Lock, J. H. McAdam, W. P. McNulty, D. A. Miller, R. C. Miller, R. B. Nicholson, A. H. Reimann, L. R. Richards, H. L. Rider, Samuel Ruckel, G. I. Serrins, Leo W. Stall, George Stoll, L. A. Thomas, H. S. Vaughan and L. J. Waldo. The degree of doctor in pharmacy was conferred on Willet H. Mosher.

The Peabody prize of \$50 was awarded to Randolph C. Miller, of the graduating class, and the prize of \$25 for the best standing in the junior class was won by W. P. McBetty.

#### THE ALUMNI ASSOCIATION

of the College of Pharmacy elected the following officers: President, Dr. E. J. Klepe, '91; first vice-president, J. E. Smith, '96; second vice-president, Mrs. F. S. Lockie, '01; third vice-president, S. A. Swanson, '96; secretary, W. F. Cool, '97; treasurer, C. H. Gauger, '90; historian, Dr. J. G. Meidenbauer, '96.

The usual banquet and reunions were held. The fall term of the college will open October 8.

#### THE BOARD ELECTIONS.

The elections of the middle and western sections of the State Board of Pharmacy will be held simultaneously, but in different rooms of the city convention hall at Buffalo, at 11 a.m., June 5, 1901, for the purpose of choosing a successor to Willis G. Gregory, of the western section, and Byron M. Hyde, of the middle section. As this date has been chosen at the time of the meeting of the State Pharmaceutical Association, at the same place, it ought to bring together an unusually large number of voters.

#### PREPARATIONS FOR THE ASSOCIATION MEETING

are now well under way, and it is felt that all visitors will be pleased with both the business and the entertainment.

The intimation that Thomas Stoddart will probably be elected president of the State Pharmaceutical Association at the June convention in Buffalo is very acceptable to his many friends. Buffalo has already been honored several times in that way, but she has plenty of good men left.

#### THE CUT PRICE WAR

is on with vigor, the only determined opponent of the minimum price being the Faxon grocery, which is taking much space in the local papers for the purpose of announcing that it is not bound by any combine. The County Association of Pharmacy states that it has promptly met all the cuts made by the grocery, and also it is stated that before a price-list was adopted a committee went to the Faxon store and proposed to adopt the price-list then in force in the store. All advances were met by rebuffs, the store refusing to enter into any conference with the association. Otherwise the situation is tranquil, with all city druggists doing much better than formerly and a fine prospect of good business during the summer.

#### FOR THE N. A. R. D. MEETING

President J. A. Lockie, of the Erie County Pharmaceutical Association, has appointed the following Committee of Arrangements for the National Association of Retail Druggists' meeting at Buffalo in October: H. J. Diamond, S. A. Grove, E. J. Liebetrut, George Schaefer, Thomas Stoddart, C. W. Tuerke, H. P. Hayes.

## MASSACHUSETTS.

**Boston Druggists Meet—Worcester Plan Endorsed—The Board Discusses Liquor License Matters—The State Board of Health Finds Adulterated Drugs—F. E. Holliday Addresses Connecticut Valley Druggists.**

Boston, May 9.—The April meeting of the Boston Druggists' Association was held at Young's Hotel on the 30th inst. President Hubbard, as usual, had a novelty. This was a "smoker" with humorous accompaniment. This innovation was a success. Joseph Helfman, of Detroit, also spoke. He was followed by Mr. Heinritz, of Holyoke. A resolution was adopted favoring the Worcester plan and requesting the Proprietary Association to consider its adoption.

## REGISTERED BY THE BOARD.

During the month of April the Board of Registration in Pharmacy held four examinations. Thirty-six candidates were examined and the following were granted certificates: William M. Goodwin, Martha Glibert Seaverns, Frank W. Wasson and John P. Sammons. The dates for examination in June will be June 4 and 5, and there probably will be one on the 18th. There will be no examination after June 20 until September. Candidates desiring to appear in June should file their applications at once.

## THE SIXTH CLASS LICENSE

question is again before the board, there being the usual budget of applicants for certificates of fitness.

Tauntonites are up in arms because the license commissioners granted more than one license to one person. The licenses in question were granted to Clinton Sproat, one a druggist's the other a beer license in another building. The commissioners say there is no law against doing so.

## THE STATE BOARD OF HEALTH

examined thirty-nine samples of extract of lemon during March and found only eight to conform to the required standard. Many of the poor specimens contained no oil of lemon, and nearly all were artificially colored.

## CONNECTICUT VALLEY DRUGGISTS MEET.

Retailers representing the trade in the Connecticut Valley met at Northampton on the 19th of April. Members of the trade were present from Greenfield, Holyoke, Springfield and Northampton. President Adams, of Springfield, occupied the chair. An effort is being made to secure better prices by means of sectional schedules. Mr. Holliday was present and made an address along the above lines, and President F. A. Hubbard, of the M. S. P. A., spoke in favor of organization.

## HUB PENCILINGS.

C. I. Hood will sail for Liverpool early next month.

Edward S. Kelley, Ph.G., is now located at 28 Washington street, Chicago, Ill., with Fraser & Co.

William R. Kiernan, of the senior class, M. C. P., recently passed the examination of the Board of Pharmacy of Rhode Island.

Fred A. Hubbard, president of the M. S. P. A., has been serving as one of the appraisers at Coombs' Pharmacy, on Massachusetts avenue, recently damaged by an explosion of gas.

Gustavus A. Kelley, M. C. P., '00, is now clerking at the store corner of Columbus avenue and Berkeley street, but will soon go to the store corner of Tremont and Berkeley street as manager.

The funeral of Francis Hollis was held April 5. The four honorary pall bearers were Charles A. West, Nathaniel J. Rust, Charles Hyde and Albert Pratt. Interment was in Mt. Auburn Cemetery.

In the window of I. U. Wood's pharmacy, at Globe Village, is a handsome specimen of petrified rosewood and several hippino bullets, obtained by Private West, recently discharged from the service. The trophies were obtained by West while fighting in the Isle of Luzon.

The druggists of North Adams met recently and organized to help along the movement to stop price cutting. A committee of five was appointed to prepare a constitution and to present a list of nominations, and another meeting will be held at the call of this committee to complete the organization.

## PENNSYLVANIA.

**Moving Against a "Formula on the Label Bill"—A Druggist Bowling Club for Philadelphia.**

Philadelphia, May 9.—The Legislature of this State seem to have it in for the druggists. In March a bill was introduced which required all manufacturers of medicine, patent or otherwise, to submit the formula to the secretary of the State Pharmaceutical Board, and to pay for each formula \$25. This bill created an immense flurry and it was said it would never reappear. Now it has suddenly been brought out and the druggists throughout the State are going to make a big fight to prevent its passage.

The chief objection to the bill is the revealing of the formulas.

## FOR A BOWLING CLUB.

The success that has attended the bowling matches among the members of the wholesale drug companies in this city has greatly encouraged the pushers of these balls. Next year there is to be held in this city the annual convention of the bowling clubs of the various wholesale drug houses of some of the principal cities in the United States. It is the intention of the Philadelphia club to increase the membership and secure not only alleys of its own, but a club house as well.

The Philadelphia College of Pharmacy has arranged for a series of excursions for field botany work to take place during May. They are under the guidance of Prof. Henry Kraemer, and are open to the matriculates and graduates of the college, as well as others who may desire to go.

## NEWS OF THE TRADE IN PHILADELPHIA.

A new building is shortly to be erected at Eddystone to be occupied as an up to date drug store.

The Sedatine Chemical Co., whose office is in the Drexel Building, have applied for a receiver.

Hull's drug store at Lancaster has been renovated and improved so that it is now one of the handsomest in the city.

William L. Cliffe is about to make some elaborate alterations in his store at Kensington avenue and Somerset street.

Geo. D. Feldt, of 514 Arch street, will shortly commence to build an addition to his establishment as his increasing business demands.

Dr. Gilder, a druggist, of Rockwood, recently assisted in the capture of a considerable quantity of moonshine whiskey. The still was on a farm.

It is stated on good authority that H. K. Mulford Co. intend soon to open an office and warehouse in New York and use that city for a distributing point for New England and the West.

Frank Morrow, who was formerly a drug clerk in this city, has forsaken pills and plasters, and this year will make his debut as a professional baseball player, having signed a contract to play with one of the New England clubs. He says "4 hours a day's work in the open air beats 16 hours a day in a dingy drug store all hollow, to say nothing of the difference in pay."

The retail druggists of Bucks County have organized the Bucks County Pharmaceutical Association, with the following officers: President, J. M. Jones; vice-president, F. C. Clemson; secretary, C. L. Dengler; treasurer, R. E. Moyer; Executive Committee, P. M. Zeigler, A. Schaick, J. H. Stein, R. Landis, F. N. Boyer. The organization meeting took place at Redding on February 25, and much credit for the organization is due to J. C. Perry, of the Executive Committee of the National Association of Retail Druggists, and H. L. Stiles, chairman of the Committee on County Organization of the Pennsylvania Pharmaceutical Association.

The Philadelphia Drug Company has enjoyed remarkable prosperity during the past year, the amount of business done being unprecedented. When this company moved to Arch street, which is in the very heart of the drug trade, all sorts of predictions were made about the expense being more than the business would warrant; but their business has since increased so much that they are again cramped for room, and it is thought that it will be only a matter of a short time before larger quarters will have to be secured. Application was recently made by the company for membership in the N. W. D. A., but because the capital is subscribed by retail druggists it was rejected.

## OHIO.

**Local Druggists to Have an Outing—Wholesalers and Retailers Will Play Ball—A Valiant Umpire Engaged—Has Taken Out a Life Insurance Policy, But Refuses to Don Armor.**

Cincinnati, Ohio, May 5.—The date for the annual outing of local druggists has been fixed. Those connected with the trade and also with allied vocations will disport themselves at the Country Club on June 4. The affair is to be given under the auspices of the Ohio Valley Retail Druggists' Association. Wholesale druggists and jobbers, however, will participate in the outing, as will members of the craft of Covington, Newport, Dayton, Bellevue and other towns on the Kentucky side of the Ohio River. The celebration occurs on Tuesday, and it will be declared a half holiday by those prominent in the drug trade. A decided feature of the exercises will be a hotly contested game of baseball between the wholesale druggists and their retail brethren. Col. Gus Danziger, a former well-known retail pharmacist, but now a leading salesman for the Stejn, Vogeler Co., has consented to umpire, and has taken out a life insurance policy. Friends of Mr. Danziger have tried to induce him to purchase a suit of armor, but he is extremely game, and will take chances in the ordinary attire of a civilian. Albert Schwartz, who represents Parke, Davis & Co. in this neck of the woods, will be captain of the wholesalers, and Joe Nicholas will be field general of the retailers. In addition to the ball game various other outdoor sports will be indulged in.

## HEARD AROUND THE CITY.

Eugene Spangenberg, aged 68, a veteran pharmacist and brother of the well-known attorney, died the other day.

The Indiana State Pharmaceutical Association will meet at Muncie on June 5, 6 and 7. Railroads will allow cheap rates.

Fred. W. Kauffmann has started a new store at Eighth and Overton streets, Newport, Ky. Business has been satisfactory up to date.

E. F. Hollenbeck, the well-known Avondale pharmacist, who is recovering from an attack of sciatic rheumatism, will go to Mount Clements, Mich., soon to recuperate.

C. O. Maple, a well-known and popular young druggist, has bought the long established store of John Dunlavey, at Bloomington, Ind. He will remodel the establishment.

Charles Tobey, the well-known Troy, Ohio, pharmacist, succeeds Dr. Krone, of Hamilton, Ohio, as a member of the State Board of Pharmacy. Governor Nash made a good selection.

Ira Van Houten, the clever prescription clerk of Garrett & Ayres, of Hillsboro, Ohio, died after a short illness last week. He was a fine young man, and had a host of friends.

A. M. Irwin, a popular young pharmacist, who was formerly with a drug concern at Gallipolis, Ohio, is now behind the prescription counter at L. C. F. Kramer's store, on East-ern avenue.

John L. Vine, the widely known Norwood druggist, mourns the death of his daughter, Miss Lily Grace, which occurred recently. The young lady was handsome and accomplished, and had many charming attributes.

The pharmacists of Chattanooga have agreed on a price schedule, and a better feeling now exists among the members of the craft in that thriving city of the South. There is talk of an association for the promotion of good fellowship among druggists.

The pharmacy of T. E. Glass, at Brownstown, Tenn., has been twice visited by firebugs. On the first occasion the fire got ashamed of itself and went out of its own accord, while the second attempt was discovered in time and extinguished with slight loss.

A cut rate war is in progress at Toledo, which does not show signs of abating. Prices are being slashed right and left and patent medicines that are listed at a dollar per bottle, are being sold at 55 cents. The jobbers have been trying to patch up the trouble, but without success. The firm of Milner & Co. is credited with being the moving spirit in cutting rates, and it has been reported as blacklisted by the National Wholesale Druggists' Association and the National Association of Retail Druggists. Mr. Milner claims that persistent efforts have been made by manufacturers of patent medicines to ascertain where or from whom he obtains his supplies, their purpose being to cut off the jobber who sold to him, but their efforts so far, he says, have been unavailing.

## ILLINOIS.

**Mr. Jewett Resigns from the Board—New Fledged Pharmacists from the Chicago College—The Soda Syrup Bill—Lots of Legislation—Removals—To Wage War on Rats.**

Chicago, May 7.—T. A. Jewett, of Oregon, Ill., has resigned from the State Board of Pharmacy. President Walter Gale, of the Illinois Pharmaceutical Association, has been asked to send to Governor Yates the names of several druggists from whom a successor to Mr. Jewett can be chosen. Mr. Jewett has been postmaster at Oregon for several years and is seeking the place for another term. This is the only reason given here for his resignation.

## THE COMMENCEMENT EXERCISES OF THE CHICAGO COLLEGE OF PHARMACY

took place April 25 at the Grand Opera House, and a large class received degrees. The principal address was delivered by Henry Broth. In the evening the Alumni Association gave a banquet at Kinsley's, at which plates were laid for 150.

## THE SODA SYRUP BILL.

Considerable excitement was caused among local druggists recently by a bill which had to do with soda water apparatus. The bill provided that syrups be kept in glass containers, and that containers with syrup must be kept outside cold air chamber. The subject is referred to at some length in our correspondence column.

## PROPOSED PHARMACEUTICAL LEGISLATION.

In addition to the soda syrup bill there are three measures affecting pharmacy now before the State legislature. Senate bill No. 158 prescribes that the labels of proprietary medicines shall "fully state each and every ingredient therein." Senate bill No. 171 provides that the formulas of all patent and proprietary medicines shall be printed on the label, the names of poisonous constituents being printed in red. In the House this is known as No. 409. House bill No. 613 requires that all proprietary remedies shall have attached to them a copy of a certificate of the State Board of Health to the effect that the preparation has been examined by the board, that it is harmless and that it would tend to cure the disease for which it is recommended.

## REMOVALS

have been the order of the day recently among jobbers in Chicago. The branch office of Parke, Davis & Co. is now in a three-story building at 44 and 46 Franklin street. The character of the local business is to be changed somewhat, as a stock is to be carried and orders will be filled direct from the new building. Wm. R. Warner & Co. are now in a five-story structure at 47 Franklin street, where there is every convenience. The second story is occupied by Johnson & Johnson.

## TO WAGE WAR ON RATS.

Harold Sorby, American manager of the Pasteur Vaccine Co., of Paris, has undertaken to furnish a supply of mouse typhus virus for the extermination of rats and mice in a large establishment covering some twenty-five acres in the Chicago Stock Yards. Aside from the great economy which will be effected by their destruction, the hygienic conditions would be vastly improved, since rats have been proven the agents by which many diseases are disseminated. This has been very clearly proven as to bubonic plague in particular. The virus has been tried in San Francisco and met with the approval of Dr. Kingoun, of the Marine Hospital Service, and the Japanese Government has undertaken a wholesale destruction of rats by its use.

## NOTES.

Kidder & Lewis have sold their branch store at 5310 Wentworth avenue to A. E. Oblander.

The Drug Clerks' Association of Illinois gave a May party in the drill hall of Masonic Temple on the night of May 2. Merrymaking was kept up until a late hour.

Fire did \$10,000 damage in a few minutes in the store of A. C. Nusselwhite at 111 Clark street on the night of April 21. The flames started behind the prescription case and spread so rapidly that Mr. Nusselwhite and his clerk hardly had time to escape. Just as they got outside there was an explosion that shattered the window.

The Pasteur Vaccine Co., Ltd., has removed its offices and factory from No. 56 Fifth avenue and No. 81 Illinois street, re-



spectively, to the handsome and commodious five-story building at 158-160 E. Huron street, of which they are the sole occupants. In the new location they have ample accommodations for the manufacture of their dip and feeding compound and the efficient conduct of the large business that they have built up during the last six years in their well-known remedies. Their biological products (antitoxins, vaccines, etc.) will be imported from their laboratories in France as heretofore.

## MISSOURI.

### A Week of Meetings—Officers Elected by the College—The Apothecaries Have New Officers—The Cocked Hat League Closing Games.

St. Louis, May 7.—This has been quite a week for meetings of organized local pharmacists. The annual meeting of the St. Louis College of Pharmacy was held last Monday at the college building. Twenty-three of the sixty-nine members were present. The secretary's report showed that 170 students had attended the college during the past year. The treasurer reported that \$1,500 of the college bonded indebtedness had been paid off during the year, and after all the running expenses were paid there would be about \$1,000 in cash on hand. He explained that the property upon which the college now stands has increased in value so much since it was purchased that it could now be sold for several thousand dollars more than enough to pay off all the outstanding bonds of the college. Three members of the college died during the past year. The amendment to the constitution and by-laws proposed at the last meeting, to admit all graduates of the college to membership without paying any initiation fee, was voted down, and it was decided to raise the initiation fee to ten dollars, leaving the annual dues of two dollars unchanged. The following officers were elected for the year: President, H. T. Rohlfing; vice-president, Theo. F. Hagenow; treasurer, Sol. Boehm; recording secretary, Wm. C. Bolm; corresponding secretary, Dr. J. C. Falk; new members on the Board of Trustees, Dr. Otto F. Claus, Chas. Gletner and L. A. Seitz.

#### THE ANNUAL MEETING OF THE ST. LOUIS APOTHECARIES' ASSOCIATION.

held at the college building last Wednesday afternoon, was not as well attended as had been anticipated. There were about thirty of the four hundred members present. Practically no business of importance was transacted. The local workings of the N. A. R. D. plan were discussed and all present seemed well satisfied. The following officers were elected: President, R. S. Vitt; secretary, Chas. Hahn; treasurer, H. F. Hassebrock; Executive Board, F. W. Friedewald, H. Fischer, T. F. Hagenow and H. W. Kattlemann.

#### THE DRUGGISTS' COCKED HAT LEAGUE

has closed its season and all the prizes will be awarded next Thursday night. Last Thursday night the ten high men rolled for a ten-dollar prize offered by Wm. Graham, cashier of the Meyer Bros. Drug Co. This was won by Dr. A. G. Enderle. There are \$300 in cash besides many other prizes to be distributed next Thursday night.

Crawford H. Duncan, of the Paris Medicine Co. of St. Louis, has been wintering at Coronado Beach with his friend, Jos. S. De Moss, of Chicago. The fish stories they tell and swear to beat the one in "Eben Holden."

#### ST. LOUIS ITEMS.

Dr. Paul Weeke has purchased the drug store at Twenty-second and Carr streets from Geo. Reber.

The Pierce Medicine Co. is advertising its remedies in this city with a large automobile duly decorated and adorned.

Geo. F. Klusmeier has been appointed chief clerk at Pickett's Pharmacy, Jefferson avenue and Chestnut street.

Chas. Hahn, the well-known young north side pharmacist, was called to his home, Lincoln, Kan., last week by the death of his father.

Otto Ettmueller, chief clerk at Oschner's Pharmacy, Vandeventer and Finney avenues, was recently married to Miss Mattie Frede, of South St. Louis.

J. I. Peck, who has been in the drug business at Poplar Bluffs, Mo., for the past three years, has returned to the city and is now in charge of the laboratory for the Moffit-West Drug Co.

## Meetings in May.

State.	Date.	Place.	Secretary.
Alabama..	15-16	Montgomery....	L. S. Brigham, Montgomery.
Arkansas..	21	Little Rock.....	J. A. Ginocchio, Little Rock.
Georgia...	.....	Atlanta.....	C. T. King, Macon.
Indian Ter.	21-23	South McAlester	H. D. Kingsley, Checotah
Louisiana..	.....	New Orleans.....	W. P. Duplantis, New Orleans.
Nebraska..	9-11	Lincoln.....	W. M. Tanner, Randolph.
New Jersey	22-23	Trenton.....	F. C. Stutzlen, Elizabeth.
Oklahoma..	8-9	Oklahoma City.	F. M. Weaver, Oklahoma City.
Texas.....	21-23	Sherman.....	R. H. Walker, Gonzalez.

## Obituary.

George A. Wells, for many years a druggist at Wilkes-Barre, Pa., died at his home in that city on April 23, at the age of 68.

John Altick Fleming, senior member of the drug firm of Fleming & Fleming, at Shippensburg, Pa., died on April 16 at his home in that city, aged 51 years.

J. J. Clemmer, a prominent druggist of Cresco, Iowa, died at his home in that city of apoplexy on April 23. Dr. Clemmer was one of the oldest residents of the county.

E. C. Adams, a well-known druggist of Elyria, Ohio, died suddenly of heart disease on April 30, aged 59 years.

Frederick A. Fassett, who for twenty-five years had drawn soda water in many of the prominent drug stores on lower Broadway, New York, died of blood poisoning at Bellevue Hospital on May 5. Mr. Fassett burned his hand with an acid while at work cleaning the metal ornaments of a soda fountain. The following day blood poisoning set in, from the effects of which he died. He was said to have been the most expert soda water expert in the business and to have commanded a larger salary than any other soda water clerk in the United States. He was last in the service of the Hegeman Corporation, 196 Broadway.

William Vincent, one of the oldest druggists in the Eastern District of Brooklyn, died at his home, No. 139 Broadway, Brooklyn, on May 1, of Bright's disease, aged 62 years. Mr. Vincent served with the Massachusetts volunteers throughout the Civil War. At the close of hostilities he went to Brooklyn, where he lived until his death. Mr. Vincent opened a drug store at No. 139 Broadway, and, later, two others, all of which prospered. He was a member of the New York State Pharmaceutical and the Kings County Pharmaceutical Society, and was also a member of many fraternal organizations. He was very prominent in G. A. R. affairs. Mr. Vincent leaves a widow, two sons and two daughters.

Prof. Robert W. Greenleaf, A.M., M.D., of Boston, died suddenly of apoplexy on April 28. Dr. Greenleaf was born in Charlestown 45 years ago. He attended the public schools, and in 1877 was graduated from Harvard University. For two years after his graduation he was assistant at the botanic garden at Harvard, and in 1885 was graduated from the Harvard medical school. He at once began practice in Boston, and for 13 years had his office at 561 Boylston street. He was an expert botanist, and for six or seven years was instructor in this science in the teachers' department at the Lowell Institute in the natural history rooms. He was also instructor in Medicine at the Boston Polyclinic, was a member of the Massachusetts Medical Society, of the Boston Society for Medical Improvement and of the Boston Society of Medical Science. He was deeply interested in the Boston Dispensary and was president of its staff. Dr. Greenleaf is best known to pharmacists through his connection with the Massachusetts College of Pharmacy, having occupied the chair of materia medica and botany since 1892. He was an enthusiastic teacher, a fluent and finished speaker, and his death will be a distinct loss to that institution. On April 29 the trustees took action upon his death and the members of the senior class also adopted resolutions. At the funeral, held May 1, delegations were present from the faculty, the trustees and students. The body was taken to Mt. Auburn Cemetery previous to cremation.

Several druggists of Jacksonville, Fla., lost all their earthly possessions by the disastrous conflagration of May 4. Some Cincinnati commercial tourists who have visited that thriving city in the past are advocating a relief fund especially for the druggists who met with such a dire misfortune.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, May 10, 1901.

**B**USINESS for the past fortnight in the several departments of drugs, chemicals and pharmaceuticals has shown no special animation, though the movement into channels of consumption continues satisfactory, and in every branch of business there is evidence of increased activity. Values are generally given steady support, and the large number of fluctuations toward a lower level noted in this issue are more in the nature of revisions than actual declines in value. The position of coca leaves and the alkaloid cocaine gains in strength owing to scarcity. The sharp advance in the price of cocaine announced on the 5th inst. did not come as a surprise to the initiated, the increasing scarcity and higher prices of crude material having received frequent mention in these columns, and the recent further appreciation in value was forecasted months since. The recent upward movement in corn affected the price of alcohol for a few days, the price being advanced 2 cents per gallon by producers, but the advance was not maintained, owing, it is understood, to the fact that Western producers could not come up to the level sought to be established in this market. At the bark sale in Amsterdam on the 9th inst. the average price paid for bark was eleven per cent. above that of previous sales, and the result has been to strengthen the quinine situation. N. Y. Q. & C. brand of quinine was advanced 2 cents, bringing this to a parity with other leading domestic brands. Foreign makes have not as yet been affected, and agents are quoting on the old basis. The principal fluctuations of the fortnight are shown in the following table:

#### HIGHER.

Alcohol,  
Cocaine,  
Coca leaves,  
Nux vomica,  
Oil peppermint,  
Cannabis indica,  
Silver nitrate,  
Curacao aloes,  
Paraldehyde,  
Gentian root,  
Tahiti vanilla beans,  
Oil of hemlock,  
Oil of spruce,  
Balsam Peru,  
Cummin seed,  
Oil rose-geranium.

#### LOWER.

Opium,  
Ipecac root,  
Aconite root,  
Snake root,  
Menthol,  
Glycerin,  
Golden seal root,  
Arrowroot, St. Vincent,  
Buckthorn bark,  
Oil wintergreen, artificial,  
Oil cajeput,  
Oil lemongrass,  
Oil lemon,  
Oil orange,  
Balsam Tolu,  
Spermaceti,  
Buchu leaves, short,  
Saffron, Valencia,  
Rhubarb root,  
German ergot,  
Thymol,  
Bismuth preparations,  
Iodine preparations,  
Gum benzoin, Siam,  
Gum kino,  
Arsenic, white,  
Blue vitriol,  
Cinchonidine.

### DRUGS.

Alcohol, which was advanced 5c per gallon on the 5th inst., has been put back to the previous range, owing to a failure on the part of the Eastern and Western producers to agree upon a uniform level of prices, and leading distributors now quote \$2.47 to \$2.48, with prices steady at this range. Wood is quiet, with the current transactions at 60c for 95 per cent.

Arnica flowers are inquired for to a moderate extent, with jobbing sales at 10c to 11c.

Balsams.—Copalba continues in fair jobbing demand and steady at 38c to 40c and 48c to 50c for Central American and Para, respectively. Fir, Canada, has remained quiet but firm at \$2.70 to \$2.75. Peru is in better demand and with supplies under good control prices are firmer and generally higher, with leading holders now quoting \$1.35 to \$1.40. Tolu is easier and holders have reduced their quotations to 27c to 29c.

Buchu leaves have changed and now offer more freely and at a lower range of value, recent sales being at 28c to 30c as to quality and quantity.

Buckthorn bark is lower in the face of a slackened demand, and sales are making at 4½c to 5c as to quality and quantity.

Cannabis indica is in improved demand and quotations have been advanced to 50c to 55c as to quality and quantity.

Cantharides, Russian, is in good demand, but the stock is light and values are steadily maintained at 63c to 65c; Chinese held at 58c to 60c.

Coca leaves are held with increased firmness and values show an upward tendency, with Huanuco now quoted 33c to 35c and Truxillo 23c to 25c.

Cocaine muriate was advanced \$1 per ounce on the 5th inst., continued scarcity of raw material and consequent increasing cost being named as reasons for the advance. The ruling quotations are now on the basis of \$6 to \$6.20 for bulk, as to quantity.

Cascara sagrada is unchanged from 4½c to 7c, as to age of bark and quantity, but only a moderate jobbing business is reported.

Cassia buds are inquired for to a limited extent only and the market is without special feature of interest at the previous range of prices.

Colocynth apples are in moderate request, with the sales at 36c to 42c for Trieste and 15c to 16c for Spanish.

Cubeb berries are in steady, fair request at the range of 12c to 13c for whole, as to quantity.

Cuttlefish bone is jobbing fairly at the range of 23c to 25c for prime Trieste, 85c to 90c for jewelers' large and 38c to 40c for small.

Dragon's blood continues rather quiet, with holders quoting 12c to 15c for ordinary mass and 50c to 60c for prime in reeds.

Ergot is maintained in steady position, but important inquiry is lacking and quotations for German have been reduced to 49½c to 53c; Spanish held at 54c to 58c.

Guarana is moving into stronger position, the available supply being small and closely concentrated, and holders now ask \$1.

Insect powder is in seasonable demand, and we hear of numerous jobbing sales at the range of 16c to 23c for pure, as to quantity.

Menthol is less active and values are lower in sympathy with advices from abroad. While \$4 is generally quoted it is intimated in some quarters that a bid of \$3.90 would not be turned down.

Morphine is taken with some reserve, the weaker condition of the crude material prompting caution on the part of buyers. Manufacturers continue to quote on the old basis of \$2 to \$2.20 as to brand and quantity.

Nux vomica is scarce and with the available supply somewhat closely concentrated holders are quoting an advance to 2¼c to 2½c as to quantity.

Opium has dropped a notch or two in the interval owing to a lessened demand and reports of easier markets abroad. The news from Smyrna regarding the new crop is more favorable, and buyers appear to be holding off awaiting developments. Case lots are now openly quoted at \$3.25 and broken packages offer at \$3.27½, while powdered is obtainable in a jobbing way at \$4.20 to \$4.25. Buyers are, however, restricting purchases to the needs of the moment, and no business of consequence has been noted.

Paraldehyde has been advanced 30c per pound by the manufacturers, the revised quotation now being \$1.60 to \$1.75, the inside figure for lots of 75 pounds or over. The advance is due to a reclassification by the appraisers and a consequent increase of duty.

Quinine has taken on a little more animation since the bark sale at Amsterdam on the 11th inst., which marked an 11 per cent. advance in the price of bark. While the demand has not been in any way stimulated, the position of quinine is firmer and the quotation of 32c, named by the New York Quinine & Chemical Works, has been withdrawn, and the leading American manufacturers are now quoting uniformly on the basis of 34c to 39c for bulk as to quantity. It is not expected that the agents of foreign manufacturers will announce any increase in price, as the tame and lifeless condition of the market would appear to call for a concession rather than an advance. Sales of German from second hands are making at 31c to 31½c, while Java is quoted at 30½c to 31c.

Saffron has weakened in the interval in sympathy with advances from abroad, and there are sellers of Valencia at \$6.50 to \$6.75.

Senna is jobbing quite freely with no quotable change in price, the sales being at 10c to 12c for natural Alexandria and 18c to 20c for garbled and sifted, and 5c to 14c for the various grades of Tinnevely.

Spermaceti is offered more freely in the face of a quiet market, and the inside figure for block is now 28½c; cakes offer at 29½c to 30c as to quantity.

Sugar of milk is offered and selling in a large way at 12c to 13c for powdered, the inside quotation being for lots of 25 barrels or over.

Thymol is offered more freely at a slight decline, \$5.25 to \$5.50 being now named for spot goods, while forward shipments are said to be obtainable at \$3.50.

Tonka beans continue selling in moderate quantities at 75c to 80c for Angostura, 45c to 50c for Surinam, and 30c to 35c for Para.

Vanilla beans, Tahiti, are lower in the face of recent arrivals, \$2.05 being now named. There is only a moderate jobbing demand for other varieties, but prices are well sustained at the quoted range.

#### CHEMICALS.

Blismuth preparations have been revised to the following lower range: Subnitrate, \$1.65 to \$1.70; subgalate, \$1.70 to \$1.75, and subcarbonate, \$1.85 to \$1.90.

Bleaching powder is dull, at 2c to 2½c for English and 1.90c for French; forward deliveries, however, are rather firmer.

Blue vitriol is weaker in the face of increased competition, and there are now sellers of carload lots at 4¾c to 5c.

Chloral hydrate is attracting more attention and values are a trifle unsettled. While the quotations are nominally \$1 to \$1.05 for crystals and 95c to \$1 for crusts, it is intimated that the inside prices are being considerably shaded by some holders.

Glycerin, refined, offers a shade lower in some instances, C. P. in drums being quoted at 14½c to 15½c.

Iodine preparations are lower, in sympathy with the decline in price of crude, and manufacturers now quote iodoform at \$3 to \$3.05 and potassium iodide \$2.05 to \$2.10. The minor preparations of iodine have been reduced proportionately. Re-sublimed iodine is unchanged.

Silver nitrate has been advanced to 40½c to 42c, and the tendency of the market is still upward as a result of the appreciation in value of bullion due to recent purchases for India.

Tartaric acid is more liberally inquired for, but the seasonable activity has not yet set in and such sales as are making are at manufacturers' quotations, or, say, 29c to 30c, as to quantity.

#### ESSENTIAL OILS.

Bay is in good demand and scarce, and values are firmly maintained at \$2.15 to \$2.25 for bulk, and \$3.15 to \$3.25 for 22-ounce bottles.

Bergamot is steady in tone, but in limited demand only at \$2.20 to \$2.35, as to quality and quantity.

Cassia is weak and neglected, but prices are quotably unchanged at 77½c to 80c for 75 to 80 per cent. goods.

Clove continues firm, in sympathy with the spice, but only moderate jobbing sales are reported at 62c to 67c.

Haarlem oil has declined to \$2.50 as the result of competition from second hands, and this seems to be the lowest open quotation of the market.

Lemon has developed an easier feeling and quotations have been reduced to 95c to \$1.10.

Lemongrass is lower, prime native being quoted at \$1.35 to \$1.45.

Orange, sweet, has receded slightly, owing to easier markets and more or less keen competition among holders, and \$1.50 to \$1.60 is now named, as to brand and quantity.

Pennyroyal has advanced, the price now standing at \$1.05 to \$1.10, and the general tone of the market is steady.

Spruce is scarce and firm at 32c to 35c.

Wintergreen is easier. While natural is nominally steady at \$1.40 to \$1.45, the inside quotation for artificial is lower at 47½c.

#### GUMS.

Aloes, Curacao, is in improved demand and firm at 4c to 4½c, but the demand is limited at the moment, buyers and holders being apart in their views as regards price. Cape is steady at 6½c to 7c, and the various grades of Socotrine are jobbing fairly at 16c to 24c.

Asafetida has marked a slight appreciation in value since our last, recent sales of leading grades having been at 32c to 35c.

Benzoin, Sumatra, is without change of consequence either as regards supply or demand, and sales are making at 27c to 35c; Siam is in better supply and offers more freely at 80c to 90c, a reduction from previous prices.

Camphor is in good seasonable demand and values continue firm at the range of 60½c for bulk in barrels and 61c in cases for domestic. Foreign in ounces is quoted at 62c for German and 65c for Japanese.

Kino is in better supply and holders offer more freely at 40c to 45c.

Senegal is in good demand and firm at 15c to 24c for picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth is jobbing freely, without, however, any quotable change in price, first Aleppo being quoted at 65c to 75c; second, 50c to 60c; first Turkey, 75c to 85c, and seconds, 50c to 55c.

#### ROOTS.

Aconite has weakened of late, owing to more liberal receipts, and sales are now making at 12c to 13c, as to quality and quantity.

Elecampane is firmer and recent sales were at 9c to 10c.

Gentian is firmer under the influence of lighter stocks and increased consumption, and 4c is now generally quoted.

Golden seal offers lower from producing points and the market shows a further decline from 49c to 50c.

Ipecac is easier for the Rio variety in the face of competition from the Carthagen root, and sales are making at \$2.85 to \$3, with Carthagen held at \$2 to \$2.05, as to quality and quantity.

Jalap is weak and unsettled, though under fairly good control. While 12½c is quoted close inside, we hear of some sales at a fraction under this price.

Orris has developed no movement of consequence during the interval, but Florentine quotations have receded to 9c to 11½c, as to quality and quantity; Verona held at 5c to 6½c.

Rhubarb prices have been revised to the lower range of 17½c to 55c, as to quality.

Serpentaria has developed an easier feeling and holders now quote 31c to 32c.

## THE KNIGHTS OF THE ROAD.

## Our Portrait Gallery.



Henry Loeber,

Manager of the Sales Department of the New York Branch of the Liquid Carbonic Acid Mfg. Co.

Henry Loeber, who a little over a year ago entered the employ of the New York Branch of the Liquid Carbonic Acid Mfg. Co. as special representative for the sale of soda water apparatus and machinery, has been promoted by Lee W. Greiner, the general manager of the New York branch of the company, to the position of manager of the sales department. Mr. Loeber has been very successful in placing the products of the company, and as a reward receives this merited promotion. He has been connected with the business for twenty-three years, having been in the employ of the old house of John Matthews, and when they were succeeded by a corporation he entered the employ of the new company and represented them on the road for thirteen years; he is, because of this long experience, eminently fitted for the position he now holds.

Mr. Loeber attributes his success as a commercial traveler to the fact that he has always considered the interest of the customer to be his own, and has thereby won many warm friends among the trade. He is an accomplished prestidigitator and magician, and during his summer vacation has played a series of engagements on the Keith and other circuits. During the last political campaign he raised his voice in the interest of his favorite candidates at prominent meetings in Westchester County, and was voted a success as an orator.

## Notes of the Traveling Salesmen.

C. L. Gleason, traveling salesman for the importing department of Parke, Davis & Co., is in town from his regular Western States.

A recent addition to the local traveling staff of Wm. R. Warner & Co. is John A. Grimes, who has been given charge of the territory that includes Long Island, Staten Island, New York, Jersey City and Hoboken, N. J.

**Buffalo.**—One of the traveling salesmen that we don't see every day is E. E. Howard, who began May here as the representative of the Norwich Pharmacal Co. and captured considerable business.

Young & Smille sent us late in April Louis Austin, who was able to interest the local trade satisfactorily in the purchase of the specialties of the firm.

The red cross of Johnson & Johnson, with the well-known name of L. E. Treat at the bottom of the advance notice, made

its welcome appearance to announce a regular visit during the last half of April, when the popular salesman made his round.

W. R. McMillan spent a season in Buffalo late in April with his assortment of the toilet goods of McKesson & Robbins, which he sold to the trade at every turn.

Glassware and druggists' sundries met with a good sale in this vicinity at the hands of Frank A. Weed, representing Whitall, Tatum Co. as of old.

**Rochester.**—E. H. Breckon, the New York representative of the Wm. S. Merrell Chemical Co., made his usual monthly visit to the Rochester druggists early in May. He carries a fine line of goods and is always rewarded by good orders.

J. S. Marvin comes from Seabury & Johnson, New York, who advertise to have no successors and many imitators. Mr. Marvin also might claim to have imitators in his work and reflect no discredit on those following in his wake.

C. Quackenbush is still giving his time and best efforts to retain the popularity of the goods of R. J. Waddell & Co., of New York. Mr. Quackenbush spent several days during the month of April in Rochester.

Wayte A. Raymond was in town the last week of April, showing to the trade the excellent line of brushes imported from the house of Pensburger & Co., Munich, by Alfred H. Smith, of New York.

J. J. Pearson was another April visitor who took our orders. He went on his way rejoicing and filled them with promptness.

Oscar T. Zinkelsen brought to our notice samples of vanillin from Messrs. A. Klipstein & Co. early in May.

**Boston.**—N. T. Houghton, the cheery representative of E. D. Taylor & Co., New Brunswick, N. J., has just visited this section, his specialty being formalin candles.

F. M. Decker, the well-known representative of J. Wyeth & Bros., Philadelphia, found his recent rounds of this section most satisfactory to all parties concerned.

L. M. Sessions looks after the interests of Fraser & Co., New York, in A1 style. His recent visit was accompanied with his usual success.

E. K. Sherman, the genial agent for Bell & Co., New York, made successful rounds in the trade during the last week.

H. L. Harris has been booming the goods of the Pacific Coast Borax Co. with the skill of an expert.

Mr. Craven, associated with Hall & Ruckel, New York, dropped in last week, combining business with pleasure.

**Cincinnati.**—Max Fuchs, the sponge and chamols salesman, is back from a Western trip. He represents the Stein, Vogeler Co.

Peter Herrmann, who has a large acquaintance among local pharmacists, is now on the road for Sharp & Dohme, of Baltimore.

**Cleveland.**—Orders for fluid extracts, elixirs, compressed pills and tablets, syrups and solutions were being booked here last week by J. H. Marvill for John Wyeth & Bro.

W. I. Lerch paid Cleveland a visit in the interests of Colgate & Co., and secured several orders.

W. H. Ogburn, formerly with the Freeman Perfume Co., was soliciting the Cleveland druggists for orders. Mr. Ogburn is a drug broker, with offices at Cincinnati.

J. P. Cheyney was looking after the druggists' needs in glassware and soda water necessities for Whitall, Tatum Co. last week.

Alexander Nielsen, importer and exporter, was represented here by Charles H. Ryder.

T. H. Cheetham is here booking perfume orders for Lazell, Dalley & Co.

E. F. Manuel, representing Drueding Bros., Philadelphia, called on the trade here recently.

Chas. J. Rosenzweig, agent for H. Gamse Bros., called on the druggists with a line of pill and powder boxes.

A. B. Schanz, secretary Sterling Remedy Co., was here looking after the firm's interests.

G. C. Healy, the popular "J. and J." man, announces his arrival in Cleveland May 10. Of course, Mr. Healy will be a welcome guest, coming here representing Johnson & Johnson, our city Mayor a Johnson, the scribe a Johnson. Oh! This is a case of too much—.

T. O. Chisholm, detail representative of Hall & Ruckel, has been doing a great deal of effective work in Cleveland in the interests of the firm and the retailer.

E. Lovett, with the R. T. Booth Co. (Hyomel), Ithaca, N. Y., looked up duplicate and new orders for "Hyomel" with great success a few days ago.

A. W. Case is here for a month booming Pond's Extract.

**Chicago.**—H. F. Alexander, who covered Northern Wisconsin and the peninsula of Michigan for Morrisson, Plummer & Co., died April 15 at Ludington, Mich. Mr. Alexander was called to Ludington by the illness of his wife; while there he got a carbuncle and blood poisoning resulted. He has been succeeded by Edward Farnham. Mr. Alexander was born in 1847 in Vermont.

J. C. Antrim, Pacific Coast representative for the Randolph Box & Label Co., is in town.

J. B. Gordon, Michigan and Indiana representative for Lazell, Dalley & Co., was one of those who wafted into Chicago along with the warm spring weather.

Dr. J. Manning Roberts, who convinces the medical profession why they should prescribe Armour & Co.'s pharmaceutical products, has just visited the main office at Chicago, where he had a conference with Messrs. Cabell and Bell. Dr. Roberts is a man of good address and sterling qualities, and he is sent to represent the great house of Armour & Co. at most of the medical association meetings held in the United States.

D. B. Chandler, of Milhlens & Kropf, Western representative of the 4711 goods, has just returned to Chicago from a successful trip to California. This house intends placing a stock of goods in Chicago and opening a Chicago office, with Mr. Chandler as manager.

James S. Gulick, Chicago manager for the house of Pinaud & Co., has just returned from a two months' trip to the coast. Mr. Gulick reports sales the largest he has ever had in that territory. He was accompanied by his son, Master Bayard Gulick.

Frank L. E. Gauss has just been to Chicago for a conference with the powers that be—Messrs. Searle, Hereth and Eastman. Mr. Gauss is resident agent at St. Louis for the progressive house of Searle & Hereth.

**Philadelphia.**—Mr. Grossman, who was formerly with Smith, Kline & French Co., has secured a position with the T. B. Dunn Co., of Rochester, and is actively pushing the sale of Sen Sen gum.

J. F. Hillary, who represents Andrew Jergens & Co., of Cincinnati, has been here, and left with a nice batch of orders for his house.

The Pratt Chemical Co., distillers of Extract Witch Hazel, are doing some business in this city through their representative, Mr. Stewart, who never fails to impress a prospective customer with the information that his concern is "not in the trust."

John A. Wright, of Parke, Davis & Co., recently called on us and gave a fine display of eloquence in behalf of his firm.

## HINTS TO BUYERS.

The American Pharmacal Co. on page 24 of this issue offers a certain amount of its stock free to the retail drug trade, with a view to fostering its business. Write the company at Evansville, Ind., for full particulars of the offer.

The various specialties of Stallman & Fulton, 10 Gold street, New York, are looked upon with special favor by the druggist. They are Nosophen, Antinosine and Eudoxine, and they find ready sale, being frequently prescribed by physicians. Mention the AMERICAN DRUGGIST when ordering.

If you wish to obtain full particulars regarding an institution which is claimed to offer unsurpassed advantages to students, send to Oscar Goldberg, 2421 Dearborn street, Dean of the Illinois College of Pharmacy, Chicago, the School of Pharmacy of the Northwestern University, for circular D. The next annual course begins September 23, 1901.

Now that the heated term is almost upon us, it behooves the druggist to seek the best power for running his ice cream freezer or the fans that cool his store. The catalogues of the Chicago Water Motor & Fan Co., 171 and 173 Lake street, Chicago, Ill., give many particulars regarding water motors and gas engines. When sending for them mention this paper.

An article that has met with much favor, and which modern druggists find of ready sale, is the Atlas lady syringe or optimus, priced at \$10 per dozen, and offered by the Mattson Rubber Co., New York. It is made with hard rubber pipe, highly finished, and with the best quality rubber bulb. There are no valves to get out of order and it is very efficient in all respects. Mention this paper.

Even in New York City the excellent cut out window display of the New York Rapid Transit tunnel, put out by the Abbey Effervescent Salt Co., 9 to 15 Murray street, New York, attracts attention. Out of town it means a big increase in druggists' sales. A special offer to the retail trade for the spring and summer is now made by the company, and it will pay you to write for particulars, mentioning this paper.

D. Needham's Sons' red clover preparations remain the popular blood purifier. The proprietors are determined that their red clover shall be pure and unadulterated, and to that end they are ever on the alert. They have a remedy which has real and undoubted merit, as is proven by their large sales and the excellent testimonials they receive from parties who have used their clover. Write for circular to D. Needham's Sons, Chicago, and mention the AMERICAN DRUGGIST.

It is a startlingly liberal proposition which the Independent Brewing Association, Ernst Bros., managers, of 586-612 North Halsted street, Chicago, make to the drug trade. They claim that Prima-Tonic, their concentrated extract of malt, hops and honey, containing only 3 per cent. of alcohol, nets the druggist the largest profit, and they invite you to write for their window display. Mention the AMERICAN DRUGGIST at the same time. With the display two dozen of the extract is sent free, with no expense attached whatever.

As a handsome new package has been designed for Eskay's Albumenized Food, with the air exhausted from the inside and hermetically sealed, the Smith, Kline & French Co., of Philadelphia, announce that all druggists having Eskay's Food in stock will be entitled, if they so desire, to have the same replaced by the new package in glass. Give a memorandum of your stock and the name of the jobbing house you deal with, and they will send you an order on that house for an equivalent amount in glass and give directions how to return the Food in tins. An interesting special offer is also made by the house which it would be well to learn more about by sending for circular.

In packages of moist gauzes, even when originally reliably medicated, the law of gravitation causes in time more or less unequal distribution of the contained medicament, the top portions often being very weak, the portions at the bottom excessively strong, which in cases of the more powerful antiseptics may, it is stated, exert destructive influences on the wound tissues—even endangering the patient. According to Seabury & Johnson, expert surgical testimony bears evidence to the fact that dry sterilized antiseptic gauzes, as exemplified by Seabury's standard gauzes, in which the full percentage of medication indicated on the label is invariably present, and so accurately and uniformly distributed that the surgeon may know exactly the quantity of antiseptic he is using in a given weight of gauze, are infinitely more reliable than the moist gauzes commonly supplied, besides being in every way better and much cheaper in price. It is claimed that by supplying Seabury's dry gauzes in air-tight containers—one, five and twenty-five yard packages—druggists consult and advance their own interests.

## Connoisseurs Concede

that Great Western Champagne is the finest and purest American product of its kind. This was proven to all the world at the Paris Exposition, where the greatest wine making and wine drinking nation awarded the gold medal to Great Western, and to Great Western only, of all the American champagnes that competed for honors. It was the purity, the quality and the healthfulness of this celebrated champagne that secured the honor of the sole gold medal award.

## No Change in Price of Bayer Products.

The Farbenfabriken of Elberfeld Co. has notified the trade that the removal of the internal revenue stamp tax on proprietary goods will not change the prices of the Bayer products. Of their preparations Creosote Carbonate, Ferro-Somatose, Hemicanrin, Iodothyrene and Lacto-Somatose only were subject to the stamp tax, and as they did not advance the price of these goods when the tax was imposed, there will be no change in the prices upon its removal.



# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, MAY 27, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

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Chicago Office, 221 Randolph Street.

ROMAINE PIERSON.....Manager.

### SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....2.50

Subscriptions may begin at any time.

### ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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## DEATH OF DR. CHARLES RICE.

IT is scarce six months since we had to chronicle the passing away, full of years and honors, of Dr. Edward R. Squibb, a man who shared with Dr. Charles Rice—whose demise we now sorrowfully announce—a conspicuity in American pharmacy which is rare in its annals. The United States Pharmacopœia bears the impress of his scholarship. By his painstaking devotion and accuracy that work now occupies the most authoritative position among the Pharmacopœias of the world, and the editions of 1880 and 1900 will ever stand as a monument to the worth of the man and his value to the profession. The tributes of affection and esteem which have come to us for publication from those who were associated with him in his professional career bear testimony to the manly beauty of his nature, and are eloquent of the almost irreparable loss that American pharmacy has sustained in his removal from us at this time.

In the death of Dr. Rice our sense of personal bereavement is deepened by the recollection of his long and valuable connection with the AMERICAN DRUGGIST, as Associate Editor, by his personal friendship for us and the intimacy of our relations with him up to the day of his death.

## A NEW PROPOSITION IN PHARMACY LEGISLATION.

THOSE pharmacists in the State of New York who have favored the enactment of a pharmacy law which should be uniformly operative throughout the State, and whose wishes in this regard were only partially satisfied in the new law which became operative in January of this year, will welcome the article by Dr. Saxe, which is published on another page of this issue. The author is a pharmacist of many years' experience, who has made a study of the question and the conclusions he has reached with regard to pharmacy legislation and administration, while, perhaps, somewhat radical and farfetched, will be found to agree in the main with those arrived at by other recognized authorities on the subject of pharmacy laws. We feel sure that Professor Beal would be found to be in thorough accord with the views of the writer. And inasmuch as the subject of proposed amendments to the pharmacy law will be the main topic of discussion at the forthcoming meeting of the State Pharmaceutical Asso-

ciation at Buffalo, we commend a careful perusal of Dr. Saxe's paper to all who are interested. His explanation of the function and duties of the State Board of Regents will well repay a careful reading, since most pharmacists are very much in the dark as to the powers possessed by the board, and know very little of the system under which the standard of professional education in this State is regulated by the regents.

### CONCERNING THE ENTERTAINMENT FUND.

**W**HILE there can be no question as to the value of the social features of the association meetings, the advantages of which were pointed out in a recent issue, it is possible to pay too high a price for these social features, and a letter which has recently come under our notice points out a danger which threatens more particularly those associations whose officers are most active and enthusiastic—namely, that the dignity and self-respect of the association may be sacrificed in the effort to furnish entertainment for the members free of cost.

We feel confident that the vast majority of the members of every association would much prefer that no entertainment be provided beyond that which could be paid for by a moderate fee for an entertainment ticket to be purchased by every individual participating in the entertainments. But in the friendly rivalry between the officers of the several associations as to which will furnish the most elaborate entertainment, the local druggists where meetings are held are first mulcted to the extent of their good nature and sometimes beyond the legitimate limits of their purse, and then the officers or committees of the associations "hold up" such members of the wholesale trade and manufacturers of proprietary medicines as are good natured, extorting from them either cash subscriptions or in the majority of cases "donations" of goods. The official invitation to donate generally includes some such phrases as follow:

"We ask our friends to show their good will toward us by sending some of their goods, or an order on their jobber for 4 dozen —, medium size. These goods will be purchased by the druggists of — at the regular wholesale price by the local secretary and the money used for the good of the meeting;" or it may be that "the goods will be offered as prizes in a series of friendly athletic contests between the members." In either case the donor is assured that he will receive a formal vote of thanks—of the blanket variety—and that "the druggists of the State of — will appreciate your liberality."

Leaving aside entirely any consideration of the feelings of the proprietor and the jobber, each of whom is called upon from twenty-five to a hundred times a year in some such fashion, such practices as these are highly objectionable because of the loss of self-respect entailed. They are not business like, they are not such as any of the men who resort to them would condescend to resort to as individuals, and they should not be resorted to in the name of the association.

The feeling against this policy of begging has in some associations led to a reform, and we feel confident that the vast majority of the members would strenuously object to having the associations to which they belong placed in the category of mendicants, if they but gave due consideration to all the aspects of this method of securing entertainment funds.

### DO NOT REFILL REGISTERED BOTTLES.

**W**E wish to direct the attention of our readers to the fact that under the so-called bottle law of the State of New York it is unlawful to fill any bottle, box, siphon or tin, marked or distinguished with or by any name, mark or device, a description of which has been filed and published as provided in the law, or to deface, erase, remove or conceal such name or device, or to sell, buy, give or take any such bottle without the written consent of the party owning such device.

While this law has been on the statute books of the State of New York for some ten years past, its existence has been overlooked by a great many pharmacists, a fact which is evidenced by the large number of violations of the law which have come to the notice of the Bottling Brewers' Protective Association recently. During the past six weeks alone the association referred to has discovered over 100 cases in which druggists have transgressed the provisions of this law, the substances put into the registered bottles in contravention of the law ranging all the way from alcohol to sulphuric acid. The penalty for each bottle or receptacle so used is 50 cents, and in one case a druggist had to pay a fine of nearly \$100, the court holding that the possession of an empty bottle where others of the same kind had been filled, was sufficient evidence of the intent of the druggist to break the law as regards the empty bottle as well as the filled bottle. As a rule the prosecutors have not insisted upon the imposition of a fine save for bottles actually filled in contravention of the law, though under a literal interpretation of it the mere possession of a bottle is punishable.

That this law frequently works great hardship is undoubtedly the case, but despite this fact the druggist must obey it so long as it is upon the statute books, since any infringement of it is likely to cause the pharmacist to be arrested and haled into court at great sacrifice of time and a frequently not inconsiderable sacrifice of money. That this warning is needed is shown by the fact that the list of those who have recently offended against the law embraces the names of many of the most prominent druggists of the boroughs of Manhattan and Brooklyn. It is in the latter borough more particularly that the majority of the offenders reside, and we would, therefore, especially caution the Brooklyn druggists against an unwitting transgression of this statute.

I consider the *AMERICAN DRUGGIST* the most helpful and best arranged of any drug journal coming under my observation.

Worcester, Mass.

W. F. ARMITAGE.

# Death of Charles Rice.

## CAREER AND LIFE WORK—NOTES OF PERSONAL RECOLLECTION.

Dr. Charles Rice, chairman of the Committee on Revision and Publication of the United States Pharmacopoeia, died at his residence on the grounds of Bellevue Hospital, New York, on Monday, May 13, at the age of 61. The immediate cause of death was aortic aneurism, which was complicated with chronic nephritis. The funeral services were held from the Townsend Chapel of Bellevue Hospital on Thursday, May 16, and were largely attended by representatives of the professions of chemistry, medicine and pharmacy, several National and State associations being specially represented and sending floral tributes.

**T**HE facts of Dr. Rice's life previous to his immigration to America are little known, and such biographical details as we are able to present below are taken mainly from an autobiographical sketch prepared by Dr. Rice at the instance of his former associate in editorial work, which was printed in the *AMERICAN DRUGGIST* for June 15, 1891, and which we have supplemented by notes from other sources.

Dr. Charles Rice was born at Munich in 1841, of Austrian parents, the father's family name being Reis, in another (Vienna) branch Reiss. Two brothers of his father, who had settled in the United States between the years 1836 and 1839, adopted the English method of spelling the family name, and it was at the advice and desire of his only surviving uncle, then engaged in business at Green Bay, Mich., that he adopted the same spelling when coming to this country. He received his education in public and private schools and in seminaries at Passau, Vienna and Munich. Having at an early age special opportunities of acquiring a knowledge of various languages, one of his relations being an accomplished classical

scholar and master of several Oriental languages, he felt drawn toward linguistic studies, receiving encouragement and special instruction from several prominent scholars, among them Dr. Gaugengigl, of Passau, and Professor Marcus Jos. Mueller and Abbott Hannaberg, of Munich. A financial crash having crippled the resources of his parents, so as to render it necessary for him to seek a more remunerative livelihood, he was urged by his uncle to come to the United States, and to prepare himself as far as possible for a professional and technical career, which advice he followed, receiving aid and assistance from Professor Winkler, Dr. Stein, Professor Wittstein, and others. The death of his parents having finally thrown him upon his own resources, he proceeded first to England, and afterward took passage to this country. The War of the Rebellion being then (1862) in active progress, he entered the United States Navy, on board the sloop-of-war "Jamestown," commanded by Captain Cicero Price, lying at Philadelphia and bound for a cruise around the world. Having received the appointment as surgeon's steward (equiva-



DR. RICE IN HIS PRIVATE LIBRARY AT BELLEVUE.

lent to apothecary), and the vessel having terminated its long and interesting cruise by its arrival in San Francisco in the fall of 1865, he was honorably discharged from the service.

When he returned to New York he was so ill with malarial fever that he became a patient in Bellevue Hospital. It was not long before he became convalescent, and his well known dislike of being idle led to his asking John Frey, then apothecary of the hospital and superintendent of the General Drug Department, for something to do while his strength was being recovered. Mr. Frey gave him a job of bottle washing, and afterward remarked that those bottles were washed *very* clean. Mr. Frey soon came to such an appreciation of Mr. Rice's ability and his desirability as an assistant that Mr. Rice was not allowed to get away but was given a permanent appointment. As time passed and Mr. Frey became aged and invalid, Mr. Rice had intimation of a willingness by the Commissioners to retire Mr. Frey and appoint Mr. Rice to succeed him; but Mr. Rice positively declined to have any part in such doings, and as long as Mr. Frey lived Mr. Rice was unsparing of his efforts to insure the efficient doing of whatever might lie within the province of Mr. Frey's obligation. He did so, too, in ways which might least manifest his own participation therein, and there were but few besides his co-workers in the General Drug Department who understood the circumstances. Being appointed apothecary of the Bureau of Medical and Surgical Relief, when this was first organized, he was subsequently promoted to a similar position at Bellevue Hospital; and, having meanwhile continued his chemical studies under competent instructors, upon the death of Mr. Frey he received the appointment of chemist at the General Drug Department, and finally chemist of the Department of Public Charities and Correction, which office he held up to the time of his death, in addition to that of superintendent of the General Drug Department.

In 1872 he came very near losing his life. At the request of the late Professor McCreery he undertook to make a small amount of apomorphine, then so recent a novelty as not to be had in the local market. The process involved the heating of the ingredients in a sealed glass tube immersed in a bath of boiling oil. While he was watching the progress of it the tube burst and the hot oil was driven to the low ceiling and fell as a shower upon Mr. Rice's head. It was this experience which led to his formulating an application for burns, which has since been entitled "Rice's burn-mixture," by others than himself, his title having been, "Glycerite of gelatin," or "Glue Burn-Mixture."<sup>1</sup>

In 1867 he became a member of the College of Pharmacy of the City of New York, and was elected a trustee in 1870, serving as such up to the day of his death.

In 1877 he became chairman of the Pharmacopœia Committee of the American Pharmaceutical Association which drafted the report adopted by the convention for the revision of the Pharmacopœia of 1880, as the basis for the Sixth Decennial Revision. He was also elected a member of the Committee of Revision and Publication, and became its chairman, and the succeeding Pharmacopœia Conventions of 1890 and 1900 placed him upon the Committee of Revision and elected him chairman. In 1870 the University of the City of New York conferred upon him the honorary degree of doctor in

philosophy, and in 1890 the New York Academy of Medicine elected him an honorary fellow. His degree of Pharm. M. was conferred *honoris causa* by the Philadelphia College of Pharmacy.

His contributions to pharmaceutical literature were voluminous during his connection with the *AMERICAN DRUGGIST* as associate editor, which lasted from 1876 to the middle of 1892, and his advice and assistance were ever at the command of pharmaceutical investigators and authors. Prof. Virgil Coblentz was indebted to him in this way for valuable aid in the preparation of his "Handbook of Pharmacy," the introductory chapter dealing with the definition, history and arrangement of the different Pharmacopœias having come from his pen, and the work was revised in consultation with him; while the American edition of Askinson's "Perfumes and their Preparation," was revised and completed by him. Notwithstanding the labor which he devoted to pharmaceutical matters, he still found time to keep thoroughly in touch with the latest developments in the study of Oriental languages, paying particular attention to Sanscrit, having in course of revision a Sanscrit lexicon originally published by the Russian Philosophical Society, and to the revision of which he had devoted a great deal of time for the past fifteen years, and his notes of which will no doubt eventually form the basis of a revised edition.

It is a somewhat saddening reflection that his devotion to Sanscrit cost him the professorship of pharmacy at the College of Pharmacy of the City of New York. When the late Dr. E. R. Squibb resigned his connection as lecturer upon pharmacy in the college he advised the appointment of Charles Rice as his successor, providing that Mr. Rice could be induced to undertake the duties. As it was, another than Rice became the incumbent of the chair, and when Dr. Squibb asked how it came to be that Rice was not chosen, he was told that the committee found upon inquiry that Mr. Rice had already undertaken to teach Sanscrit to several young men, and that the committee feared that he might not be able to attend efficiently to the affairs of the college. Dr. Squibb's comment on this was, "Think of it! having a chance like that to get a man who was not only a most capable teacher of pharmacy, but a teacher of Sanscrit and of other things besides, and that they failed to appreciate their opportunity!"

Among the most remarkable work of Dr. Rice are the thousands of pages of his manuscript which formed the circulars that were hectographed and issued under his supervision to the members of the Committee of Revision and Publication of the Pharmacopœia during the twenty years embraced between 1880 and 1900. We know of no better examples of expert chirography since the days preceding typography, and considering that there were distributed only so many as would suffice for the information of some twenty-four of the committee's membership, it is hardly presumable that the magnitude of the undertaking or the excellence of its workmanship can have general appreciation.

There are many who have knowledge of Dr. Rice's eminent ability as a pharmaceutical chemist. While thoroughly familiar with chemistry and pharmacy in all their theoretical aspects, he was at the same time a working pharmacist of unquestioned ability, having for the past 36 years served the Department of Public Charities and Correction in the capacity of chief apothecary, pharmacist and chemist, charged with the manufacture of all pharmaceutical preparations and chemicals that could be more economically made than purchased or of such regarding which an absolute guarantee of identity and purity was required. Articles of food and drink were sent to him for analysis and report by the superintendents of the various hospitals in the Department, at one time over twenty in number, and his known capacity for work was frequently taxed to the uttermost, as in addition he personally supervised the filling of the fortnightly requisitions for medical and surgical supplies made upon him by the apothecaries of the various institutions. He had a perfect passion for attention to details, and expended his vitality on details of work which might well have been attended to by his assistants. It was his custom even to write the labels on containers for which a printed label was not provided, and his penmanship was but a reflex of the studied care he gave to every detail of work or duty, for it was in characters so plain that he who ran might read.

A striking phase of Dr. Rice's personality was his phenomenal possession of intellectual ability in so many diverse directions. There are many who have knowledge of his eminent ability as a chemist, but there are few who are aware of his accomplishments otherwise. He was remarkably proficient as a mathematician. As a philologist he was, of course, *au fait* in his native language, German, and was ultra-grammatical and orthographical in English, while he read with

<sup>1</sup> The formula of this preparation, which is remarkably efficacious as an application to burns, being superior to carroll oil or any of the preparations ordinarily used, is as follows:

White gelatin.....	5viii
Glycerin.....	℥. 3i
Carbolic acid.....	℥. 3i
Water.....	℥. 3vi

Soak the glue in the cold water until it is soft; then heat it on a water bath until it is melted. Add the glycerin and continue heating until a firm, glossy skin begins to form on the surface of the mixture. In the intervals of stirring. Now add the carbolic acid and mix intimately.

NOTE.—This mixture may be kept ready prepared, and is best preserved in well-closed glass or porcelain jars. When it is wanted for use it is heated on a water bath until just melted and applied with a soft, flat brush over the burned part, where it will form a strong, flexible skin.

ease in French, Italian, Spanish, Portuguese, Dutch, Latin, Greek, Hebrew, Arabic, Hindustanee, Maharrata, Sanscrit, Persian and Pushto, and knew something of Russian, Chinese and Japanese. According to the late Professor Whitney, of Yale University, Dr. Rice was one of the foremost Sanscrit scholars in this country.

Dr. Rice held membership in the German Oriental Society of Leipzig and Hallé and the American Oriental Society, and was besides a regular member of the New York Academy of Science, the New York Botanical Garden, American Chemical Society, American Pharmaceutical Association, New York State Pharmaceutical Association, and the College of Pharmacy of the City of New York. He held honorary membership in the following societies: New York Academy of Medicine, Philadelphia College of Pharmacy, Maryland College of Pharmacy, German Apothecaries' Society of the City of New York, Ohio Pharmaceutical Association, Louisiana Pharmaceutical Association, New Jersey Pharmaceutical Association, Pennsylvania Pharmaceutical Association, Alumni Association of the Philadelphia College of Pharmacy, Alumni Association of the College of Pharmacy of the City of New York, the British Pharmaceutical Conference and the New York Mycological Club. He was a corresponding member of numerous scientific societies abroad, being connected in this way with the Société de Pharmacie d'Anvers, the Colegio de Farmaceuticos de Barcelona, the Sociedad de Historia Natural de Mexico, the Pharmaceutical Society of Athens (Greece), and the Société de Pharmacie de Paris.

Dr. Rice was unmarried and had no relatives in this country. His valuable library and possessions were bequeathed to his secretary, Clarence Fountain.

The funeral services were held in the Townsend Chapel, Bellevue Hospital, on Thursday, May 18, and were attended by a large number of sorrowing friends and colleagues. At the conclusion of the simple and beautiful services of the Episcopal Church, which were conducted by Rev. H. St. George Young, the Bellevue chaplain, Professor Chandler delivered a touching eulogy of the deceased, dwelling especially on Dr.

Rice's eminence as a scholar and a scientist, and on his love of truth. Dr. Chandler was followed by Hon. John W. Keller, Commissioner of the Department of Public Charities, who spoke of the sterling qualities of the man whose loss was mourned so sincerely.

Professor Remington touched on some of the personal characteristics of the deceased, paying tribute to his modesty of disposition. He was a scientist in the purest sense of the word, being modest and shrinking from all publicity.

Among the societies officially represented at the funeral were the American Pharmaceutical Association, by George J. Seabury, Caswell A. Mayo, Dr. E. H. Bartley, S. A. D. Sheppard; American Chemical Society, Dr. Charles A. Doremus; New York State Pharmaceutical Association, President Felix Hirseman, Thomas J. Keenan, George J. Seabury, T. J. McMahon, W. H. Rogers and R. K. Smither; the New York College of Pharmacy, by Prof. Charles F. Chandler, Prof. Henry Rusby, Thomas F. Main and ex-President Ewen McIntyre; Philadelphia College of Pharmacy, by Prof. Joseph P. Remington and Prof. Henry Kraemer; Manhattan Pharmaceutical Association, President J. Maxwell Pringle, Jr., A. P. Kerley, Thomas J. Keenan, F. O. Collins, G. H. Hitchcock, T. F. Comerford; New Jersey Pharmaceutical Association, E. A. Sayre, W. C. Alpers, Charles Holzhauser; Kings County Pharmaceutical Association, William C. Anderson, Luther F. Stevens, R. C. Werner; New York German Apothecaries' Society, President Charles F. Schleussner, Felix Hirseman and R. C. Werner.

The honorary pall-bearers were Prof. Joseph P. Remington, Philadelphia; Prof. Henry Kraemer, Philadelphia; Prof. Henry Rusby, New York; Dr. Charles F. Chandler, New York; Ewen McIntyre, New York; Thomas S. Brennan, deputy commissioner of the Department of Charities, and James Gerity, assistant superintendent of the General Drug Department. The remains were carried from the chapel by the following apothecaries in the service: Marcus O'Connor, Dr. A. B. Cannon, Ed. Burke, John P. Regan, Richard Dutrow, George Stelig and William Stelig.



THE DRUG STORE OF THE GENERAL DRUG DEPARTMENT.

(Where requisitions for supplies are filled.)



## Personal Recollections and Tributes.

THE high place which Charles Rice occupied in the minds and hearts of his professional colleagues is indicated in the following notes of personal recollection, of eulogy and appreciation, from some of those who were associated with him in his life work and who were most familiar with his high powers; and these tributes to his memory will be valued as an aid to a realization of the character of the man who contributed so much to the elevation of American pharmacy.

### PERSONAL CHARACTERISTICS.

BY JOSEPH P. REMINGTON, PHARM. M.,

Philadelphia College of Pharmacy.

The death of Dr. Charles Rice, the chairman of the Committee of Revision of the United States Pharmacopœia, has left a void in the ranks of American pharmacists that can never be filled. His thorough knowledge of chemistry fitted him to infallibly determine the value of the researches of others, to detect errors and outline processes. His long familiarity with books and his experience as an editor and author gave him special qualifications for editing the Pharmacopœia. His executive ability and his marvelous industry enabled him to accomplish an enormous amount of routine work, and when to this is added his wonderful knowledge of ancient and modern languages, which he kept up through his connection with Oriental societies, one can understand why success crowned his efforts.

As a chairman, he was singularly fitted for the responsible and irksome duties connected with the position. Charles Rice knew men, and he knew how to manage men. It was impossible for him to be arrogant or dictatorial, and yet he was never weak. An experience of twenty years, with constant association with him, gave the writer unusual opportunities of character-study. Every one yielded to his wishes because of an unbounded trust in his judgment, honor and integrity. He never had to use sledge-hammer methods, for so great was his skill and insight that they were never necessary; the hand was always gloved, and it was thus that those who differed with him radically, in the beginning, and yielded owing to his persuasive methods, would eventually thank him in their hearts, when his judgment was vindicated, for saving them from mortification and loss of respect. His rule of life was the Golden Rule and consideration for the feelings of his fellow-men was one of his strongest attributes. To those who knew him intimately he was a lovely character, entertaining, instructive and never dull nor prosy; not by any means devoid of a sense of humor, he seemed to enjoy exquisitely the rare bits which came to him and would often regale his friends when he had time for relaxation.

Of late years his health had been failing, and he attributed it very largely to the several attacks of grip, which undermined his strong constitution. His sufferings during the last two years at times were acute; yet he bore them unflinchingly, and the testimony of the chaplain of Bellevue showed in whom our dear friend had placed his trust—

*"At memoria bene reditæ vitæ sempiterna."*

### THE MAN AND THE SCHOLAR.

BY PROF. J. M. GOOD, PH.G.,

St. Louis College of Pharmacy.

The almost universal custom of eulogizing the dead weakens, in many cases, the value of the praise which we bestow and the homage which we pay; but in speaking at this time of Dr. Charles Rice, though we do so under the weight of the great loss which has come to us, it is not possible for us to exaggerate his many admirable qualities as a man and as a scholar.

The expressions of the respect and the love of his associates come as spontaneous tributes to his memory. In him was symbolized the modesty which is characteristic of true worth. In his intercourse with men he showed the real gentleman by his kindly consideration for the rights and the opinions of others. His industry, his painstaking and conscientious devotion to duty were shown in the performance of any work which he undertook to do.

As chairman of the Committee of Revision of the United States Pharmacopœia, these qualities were exhibited in a remarkable degree. The edition of 1890 marked an epoch in its history. The improvement was due, in large measure, to his scholarly attainments and his general scientific knowledge.

When such men as Dr. Charles Rice are called hence, it is easy for us to believe that "there is no death; what seems so is transition," for their work abides.

### PERSONAL RECOLLECTIONS.

BY A. R. L. DOHME, PH.D.,

Baltimore, Md.

I have known Dr. Charles Rice for fully fifteen years, in fact, while he was connected with the AMERICAN DRUGGIST; but unfortunately I but seldom came personally in contact with him. He was always of a retiring nature, and seldom left his haunts in the laboratory of the Bellevue Hospital. My correspondence with him, however, covers a period of many years, and I can truly say that I never had the pleasure of knowing a man who was so considerate of the feelings and opinions of others as was Dr. Rice. He could never hurt the feelings of any living being, and no matter how lowly or modest the view and the standing of the person, he would respect them, and accept what the person had to say at its true worth, just as much as if it came from the mouth of a sage. This consideration, together with his innate modesty, while being himself a very fountain-head of knowledge, was in my judgment his most prominent characteristic.

--- Dr. Rice was a hidden mine filled with the richest ore, and no matter what the subject he was versed in it, and knew far more than in his modesty he would unfold. It was a great pity that a man of such profound knowledge should hide himself behind his desk and his apparatus, and not come out into the world, where by contact with his fellow men he could be aroused and enthused into giving others the benefit of that fund of knowledge which now lies still and cold, silenced forever. The Shakespearian adage,

The evil that men do lives after them;  
The good is oft interred with their bones,

is both very true and very untrue of him, for he never did any evil, and none will live after him, but oh, how much of the good will be interred with his bones! Dr. Rice should have been a university professor, for in that capacity he could have passed along to hundreds and hundreds of others that great fund of facts and knowledge, and those many good principles of which he was the very embodiment. Due to his close confinement and close attention to his duties as Chemist of the Department of Public Charities of the City of New York, but few of his colleagues had the pleasure of his personal acquaintance, a fact which they all must regret. For twenty years he has wielded the scepter of the Pharmacopœia, and it is no unjust praise to say that he was responsible for the fact that our Pharmacopœia to-day stands pre-eminent as the best, most complete and most thorough of all Pharmacopœias of the world. That he accepted the position again this year was a great surprise to me, for I knew his health was declining, and he ought not for his own sake take up the enormous labors of chairman of the Committee of Revision. That it hastened his demise can hardly be questioned.

Dr. Rice published but little, devoting all his spare time to the Pharmacopœia, and to his own library, where he found such very pleasant companions in his books. The 1880 and 1890 Pharmacopœias will, however, for all times stand as monuments to his indefatigable labor, unselfish devotion and unbounded knowledge. He was always a sincere and true friend of mine, and his advice and encouragement on many an occasion have been to me of inestimable value. In the work of so large a committee as the Revision Committee it requires as chairman a man who can pour oil on troubled waters, keep down personalities, and so placate all interests and all temperaments that the cogs always remain well oiled and the machine runs along smoothly and rapidly. In my judgment Dr. Rice should be classed as a philanthropist, for while he was not rich and could not found universities, libraries or manual training schools, he offered what he possessed—his knowledge and his energy—at all times, freely and gladly for the benefit

of his fellow men, for practically all his life's work was for the benefit of others, not himself.

## DR. RICE AND THE U. S. PHARMACOPOEIA.

BY PROF. OSCAR OLDBERG, PH.D.,

Northwestern University School of Pharmacy.

The name of Dr. Charles Rice will for generations remain inseparably connected with the history of the development of the American Pharmacopoeia. The prodigious amount of work of a high scientific order accomplished by him is well known to those associated with him during the past twenty years in the revision of that work, which, under his guidance, has attained, perhaps, the highest place among the Pharmacopoeias of the world. His unselfish and untiring devotion to the cause of true scientific progress in pharmacy could not have been surpassed.

Dr. Rice was most at rest when most earnestly at work. He was never idle. Yet, busy as he was, he was ever ready, when called upon, to aid other workers with valuable, disinterested advice, and to give freely whatever they asked out of his treasury of knowledge and experience. Rich, indeed, were his mind and heart. His time, thought and work, more valuable to him and his profession than gold, were drawn upon beyond his physical strength; but he was unconscious or unmindful of it until too late.

My admiration and respect for Charles Rice and his services to pharmacy will remain with me to the last day with the affectionate remembrance of a departed true friend.

## HIS SCIENTIFIC WORTH AND CHARACTER.

BY PROF. CHARLES CASPARI, JR.,

Secretary of the American Pharmaceutical Association.

I gladly avail myself of the opportunity to give public expression to the sorrow I feel over the death of Dr. Charles Rice, and to pay an humble tribute of esteem to his memory. While the news of the passing away of Dr. Rice did not come as a great surprise to his many friends, who had long known of the precarious condition of his health, yet the shock was none the less severe, for not only have his co-laborers lost a highly esteemed and valued friend, but the science of pharmacy has lost one of its noblest votaries, whose place will be very hard to fill.

Dr. Rice was a man possessed of most remarkable mental gifts, a highly learned scholar, whose well-stored mind was ever at the disposal of those seeking information, an extremely modest and courteous gentleman, and, above all, a true friend. His invaluable labors as chairman of the Committee of Revision of the Pharmacopoeia during the past twenty-one years are a matter of record, and to his ability and wise counsel is no doubt due the eminent position accorded to the United States Pharmacopoeia at the present day. It does seem a great pity that Providence could not grant him a few more years of health and activity in order that the labors of the present Committee of Revision might, under his able guidance, again be brought to a satisfactory ending. Dr. Rice's death leaves a void which will long be keenly felt, for rarely can a man be



VIEW OF DR. RICE'S PRIVATE LABORATORY.

Mr. Fountain is seen occupying Dr. Rice's favorite seat.)

found who combined to such an eminent degree the qualities of a true scientist, an able executive and a beloved leader. His place will be filled, but not by the same kind of a man, for Charles Rice stood alone and above his fellow-laborers in the peculiar make up of the mind with which nature had endowed him. Personally, I feel that I have lost a dear friend, for it was my privilege during the past twelve or thirteen years to enjoy the confidence and close association of the deceased in many matters of public and private interest.

A man more devoted to a conscientious discharge of his duties it will be difficult to find, and there is no doubt that this utter disregard of self in his many and often trying duties gradually undermined his constitution, and made him less able to resist the attacks of disease. Dr. Rice was rarely known to take any vacation, and frequently, when urged by friends to take much needed rest, would reply that his duties demanded his presence at his post; aside from his work on the Pharmacopoeia, heavy and responsible duties rested on his shoulders in connection with the Department of Public Charities and Correction of New York, and he will be greatly missed everywhere. The late Dr. E. R. Squibb was deeply impressed with the wonderful powers of Dr. Rice, and on several occasions gave public expression to his high esteem and appreciation of the scientific worth and noble character of his friend. The two men had much in common as regards their unselfish devotion to science and truth, and it seems meet that the one should have followed the other in death after the short lapse of six months.

The memory of Dr. Charles Rice will always be deeply cherished by all who knew him, and his name will be written high upon the roll of names of those who have ennobled the profession of pharmacy.

## HIS EXEMPLARY CAREER.

BY A. B. LYONS, PH.D.,

Detroit, Mich.

The news of the death of Dr. Charles Rice overwhelms me with such a sense of personal loss that I can scarcely command words to express my feeling. Although it has not been my privilege to come into relations of intimacy with Dr. Rice, I have been deeply impressed, on the rare occasions when we have met, with his personality, which seemed to me to realize the highest ideal of the scholarly pharmacists. Singularly modest and unpretentious, he yet commanded from every one the respect due to a superior.

During the past few months, as a member of the Pharmacopoeial Revision Committee, I had been brought into more direct relations with the doctor, and the singular ability and efficiency with which he discharged his duties as chairman of that committee have inspired in me an ever growing admiration which I am sure is shared by every member of the committee.

When, a few months ago, Dr. Squibb was taken from us, we mourned indeed, but were consoled with the reflection that he had rounded out fully the allotted term of a human life. It is hard for us to be reconciled to the loss now of one from whom we had reason to hope for yet many years of service.



THE MANUFACTURING LABORATORY OF THE GENERAL DRUG DEPARTMENT.

For such a loss we do well to mourn and refuse to be comforted. Yet the life thus suddenly ended has been a life of achievement. Its work is left unfinished, is it true, but yet so organized and planned that its main purposes will go on to their fulfillment in other hands, and as the years go on we shall each one of us do better service to our profession by reason of the inspiration we have received from the life and example of our fallen captain.

### HIS LOSS TO MEDICINE.

BY PROF. H. A. HARR,

Jefferson Medical College of Philadelphia.

While I never had the pleasure and honor of knowing Dr. Charles Rice intimately, I met him on a number of occasions, both socially and in an official way, and was always impressed with the purity of his motives, the high scientific ideals which seemed to animate every thought and movement, and more than all by his unselfish interest in the professions of pharmacy and medicine. The career which he had was an extraordinary illustration of what an amount of affection, esteem and regard can be obtained by an individual through sterling worth. With an almost child-like freedom from self-seeking interests, he at the same time possessed a deep and well developed mind, and as the chairman of the Committee on Revision of the Pharmacopœia he manifested great executive ability, and performed a difficult task with surprising skill.

Aside from any regret which we may feel at the loss of his services, we must also feel regret that we did not have an opportunity during his life to impress upon him even more fully than we did our admiration and appreciation of his labors, not only for pharmacy and medicine, but for the well-being of the public as well.

### HIS PLACE IN AMERICAN PHARMACY.

BY PROF. H. H. RUSSBY, M.D.,

College of Pharmacy of the City of New York.

Death rarely inflicts a heavier blow upon any circle than that which American pharmacy has suffered in the loss of Dr. Rice. By virtue of his learning, as great in its detail as in its breadth, by the wisdom and judgment which he displayed in using it, by his tireless yet unfortunately not inexhaustible activity, by the position he filled and its peculiar conditions at the time of his removal, his loss is probably felt more than that of any other representative of the profession has ever been.

His personality was peculiarly national, not to say international, in its influence. But seldom leaving New York City, his influence was yet immediately and continuously appreciated throughout the entire country. The thought of Dr. Rice as a local character or possession was probably the last that could have occurred to any of us who enjoyed the privilege of meeting him frequently. But few moments would elapse at any interview before he would be sensing and discussing the pulse of pharmaceutical America, and the Eastern cities were no whit closer to him than the Western or the Southern, except when made so by virtue of their work. A stranger to our cause could quickly have determined the relative importance of the different centers of activity by listening to his conversation; yet none ever heard him speak disparagingly of those whom he discussed. Ever ready to commend that which was commendable, he had but little to say about that which was not, and that little only in the way of sifting it and estimating its value.

When called upon, as he continuously was, to address workers in relation to their work, his corrections were most delicately made, by suggestions and hints, rather than by direct criticisms. Each of us who has profited by his ever ready and self-sacrificing assistance is sensible of our individual obligation, but there are only a few who know how generally such assistance was rendered to the professional people of this country. We all admired Dr. Rice; foreign nations did the same. He has brought credit to our country, yet we are thinking of him rather as a kind and generous friend than as the distinguished dead. He has bound us all by the cords of gratitude, respect and love. He was truthful and faithful, the personification of moral courage, modest, gentle, self-sacrificing, good without cant or didacticism, a help and inspiration to all who knew him, either through personal acquaintance or through a correspondence, every line of which was valuable. It is this personal sense of loss which we are indulging today. To-morrow we must put it aside and strive as best we can of his unfinished work is of immediate and pressing im-

portance. It cannot wait. Whoever is called upon to become the principal in it will have a difficult enough task to find in himself and his associates all of the qualifications which were united in Dr. Rice. If we might wish for any one result from the life and example of the deceased, it is that it might unite us, free from selfish aims and selfish shrinkings, joining shoulder to shoulder in an endeavor to finish his work as he has begun it.

### THE PHARMACOPOEIA HIS MEMORIAL.

BY JOHN F. PATTON,

President of the American Pharmaceutical Association.

Dr. Charles Rice is no more. With what a painful and surprising shock the announcement of this eminent man's death comes to us. Stricken down in the full flower of his usefulness, his death is an irreparable loss to pharmacy. Dowered with superior intellectual powers, yet always modest and unassuming, he had all the characteristics of true greatness. His ability was only equaled by his desire to serve his fellow men. He was chairman of the Committee on Revision of the United States Pharmacopœia in 1880, 1890 and again in 1900. His work on this great text book, bearing the stamp of his painstaking, indefatigable industry in every detail, is, in its accuracy, a tribute to his scientific ability, and in its usefulness a memorial of his service to the profession of pharmacy and medicine. We honor the memory of the illustrious dead, for what he was and for what he did. May he rest in peace!

### HIS LOSS TO PHARMACY.

BY ALBERT E. KEERT, PHARM. M.,

Chicago, Ill.

I have known Dr. Charles Rice many years, and have always looked upon him as one of the foremost men connected with the professions of medicine and pharmacy in this country. He was a man of integrity and generosity, self-sacrificing to a degree that was often painful to his friends. His mind was one of great clearness and force, and he was distinguished in more than one avenue of learning. As a philologist he had no superior, and as a linguist he was without a peer among the members of the medical and pharmaceutical professions of this country. My personal relations with him were always of the most agreeable nature, and his being taken away is a source of keen regret to me, as it must be to all his other associates and friends. On whose shoulders his mantle will fall I do not know, but I do not believe that we shall be able to find any one to fill his place so well as he has filled it. The death of Dr. Rice at this time, engaged as he was in the work as chairman of the Committee of Revision of the United States Pharmacopœia is a public calamity.

### THE EXAMPLE OF HIS LIFE.

BY W. S. THOMPSON, PH.G.,

National College of Pharmacy, Washington, D. C.

I first met Dr. Charles Rice at the Pharmacopœial Convention of 1880, at which he was made chairman of the Committee of Revision of the United States Pharmacopœia. I served with him on this committee during the ensuing decade, and have kept in touch with him ever since. What first impressed me was his exceeding modesty. While his superior fitness for the chairmanship of the Committee of Revision was conceded by all who were aware of his ability, he alone appeared unconscious of it. I soon learned, however, that modesty was as much a part of his nature as was the tone of his voice. His capacity for work and his untiring energy were never excelled, perhaps, by any one. Whatever rest, other than sleep, that came to him was gotten by diversity of labor, or that recreation one gets by change of occupation; no idle moments were his.

Last summer, while at Asbury Park, I desired a conference with him on pharmacopœial matters, and knowing how busy he was, I invited him to come over to Asbury Park on Saturday evening and spend the Sunday with me. His answer was that Sunday was his busiest day, and so I had to go to New York.

Let us believe that his incessant labors did not shorten for one second his charming life with us.

His comprehensive grasp of great principles was only equaled by his wonderful mastery of infinite details. No question escaped him, whether it was a complex chemical problem or the trifling inquiry born of inattention. All appear to fill the place which he has left vacant. The performers found in him a sympathetic and an appreciative listener.

In Dr. Charles Rice pharmacy loses one of her brightest

gems, medicine a most serviceable aid, and his colleagues an example of truth, patience and unselfish devotion. He unfurled no banner, subscribed to no creed; he saw his duty to his fellow men and did it.

## HIS PART ON LIFE'S STAGE.

BY WM. H. ROGERS,

Middletown, N. Y.

All the world 's a stage,  
And all the men and women merely players:  
They have their exits, and their entrances;  
And one man in his time plays many parts.

It was years and years ago—the scene a Western city, and I, a bashful youngster, was about to catch my first glimpse of those actors on the pharmaceutical stage whose names were even then as household words to me. Would they be all my fancy painted?

The time came, and my sole acquaintance (he made his exit years ago) took me in hand and made me feel myself one of the "profession." Few of those then present yet tread the boards. Many of them, indeed, filled various parts—some better—some worse.

Charles Rice might have filled many parts. He was content with one part, content to be one of the workers in the world. Such I quickly recognized him to be—such he continued through all the intervening years—such he was when the end came.

Nobly he filled his part. Fame, distinction, honors, riches, these had no temptation for him. Charles Rice was favored of the gods. Work was as natural to him as was breathing—came only to an end when he ceased to breathe. It was not a task—it was just living his life. Honesty, simplicity of nature, candor, these, too, were parts of his being. Retiring though he was, he was never distant nor cold. Never effusive, his welcoming grasp and greeting made you feel that though of intimates he may have had none, you were of his friends.

Some men act their parts. Charles Rice lived his, lived it as naturally as an oak tree lives its life. The story of his life is written in the annals of pharmacy. He dignified and ennobled human nature—he honored pharmacy. The world is richer for his having lived, poorer for his having died. He gave to the world all he had—his life; he asked from it so little—only the chance to work for it. His memory is a rich legacy to his friends—

Close up his eyes and draw the curtain close;  
And let us all to meditation.

## HIS LOSS TO THE COMMITTEE ON REVISION.

BY PROF. A. B. STEVENS,

University of Michigan School of Pharmacy.

It was my privilege and also my pleasure to be associated with Dr. Charles Rice during the publication of the first edition of the National Formulary, as well as upon the present Committee of Revision of the Pharmacopœia. Words are inadequate to express the admiration which I have had for his earnestness of purpose, his integrity of character and his impartial methods of dealing with questions before the committee. In his death the Committee of Revision has received a severe blow. I am sure that all feel that the committee could have better spared any one than Dr. Rice.

## A TRIBUTE OF ESTEEM.

BY GEORGE J. SEABURY,

New York.

In every epoch of the world's history some unselfish and indefatigable scientific laborer in the Lord's vineyard passes away with great honors upon him. Dr. Charles Rice leaves us, venerated, admired and respected. He has won laurels in various fields of human activity, and his talents have been recognized by honorary membership in scientific societies the world over. These distinctions, which came to him without solicitation, were fully earned. A man of superior mental powers in the line of his studies, he was extremely modest. While never egotistical he was not unconscious of his intellectual attainments and introspective faculties, whether in scientific work or the affairs of men.

His talents were of a brilliant order. Pharmacy is under great obligations to his unceasing labors. He was a colossus among his professional brethren; and he has left an earthly reputation that will last even beyond his generation, and will be to posterity more towering and more enduring than monuments of bronze or granite, whether as a scientist, or as a man and a brother. High-minded and affable, and of unimpeachable integrity, he leaves as a heritage to future generations his character and life-work.

I am not one of those who regard our passing away as being an act of great solemnity and sorrow. Sentimentality may be a temporary relief to our minds when one of our fellows who has lived an upright life leaves behind him all earthly trials and tribulations; but his departure should remind us of that which has made his memory fragrant. Dr. Rice still lives in the hearts of his contemporaries.

## HIS EMINENCE IN PHARMACY.

BY PROF. H. M. WHELPLEY,

St. Louis College of Pharmacy.

This is an age of great activity in scientific and practical pharmacy. The world has a large force of active and useful workers. In the entire list not one can be considered more valuable to the cause of pharmacy than was Dr. Charles Rice.

This is a name which will ever hold a prominent and esteemed position in the annals of pharmacy. It easily leads in the rank of marked conspicuity in the history of American pharmacy.

The death of Dr. Charles Rice is all the more deplorable because he was stricken in the midst of active life while ready and willing to devote the coming years to the same self-sacrificing labors that characterize the period just closed. He was approaching something like an apotheosis in his avocation.

Probably more individuals knew Dr. Rice by correspondence than through personal touch. His letters were almost living missives and "talked" to the recipient. He possessed the rare gift of concise, clear and pleasing expression of ideas. His letters made you feel that a personal interview could add nothing of value in the way of elucidation or of explanation.

## AN APPRECIATION.

BY EDWARD H. SQUIBB, M.D.,

Brooklyn, N. Y.

My present feelings of sorrow do not permit me to go as far as you would wish in reminiscences of the life and career of our late colleague, Dr. Charles Rice. Those of his colleagues nearer his own age are far better prepared to do and will do full justice to the occasion, but I can say very emphatically that I believe our loss is irreparable. I know of no man who can replace him, and although we must believe that a wise Providence knows best, I cannot help feeling that any one of us might better be spared. I regret very much that words fail me in expressing as deeply as I would wish my high appreciation of this untiring, unselfish worker for the advancement of true scientific knowledge, especially in pharmacy, but I feel confident that no one can rightly refute the statement that the world has been better and richer for his having lived in it.

## HIS UNSELFISH LABORS.

BY PROF. N. S. DAVIS, A.M., M.D., LL.D.,

Northwestern University Medical School, Member of the Committee of Revision.

I found Dr. Rice a genial, cultivated and most estimable friend. Living at a considerable distance, as I do, I met him much less frequently than I could wish. He has labored unselfishly and indefatigably for the good of the pharmaceutical and medical professions. He was learned, tactful and capable. His long leadership of the Pharmacopœia Revision Committee demonstrated to its members these qualities, as well as his ability as an administrator. His sudden death is a great blow to us all.

## MR. MILHAU'S TRIBUTE.

From Edward L. Milhau, perhaps the oldest living member of the College of Pharmacy of the City of New York, we are in receipt of a letter in which expression is given to the writer's feelings of sorrow and regret at the news of the death of Dr. Rice. Mr. Milhau says:

The pharmaceutical profession and especially the New York College of Pharmacy were under the greatest obligations to Charles Rice. He was, too, an invaluable worker at Bellevue Hospital and a faithful city servant. His altruistic nature, his relations to the late Mr. Frey, whose pupil he had been, his indefatigable and disinterested services in a wide field of endeavor, endeared him to all with whom he came in contact; while his deep scientific attainments and knowledge of Oriental languages challenged our respect.

It is only because I am confined to the house that I will not be at the funeral.

EDWARD L. MILHAU.

201 HENRY STREET, BROOKLYN, May 15, 1901.

## BETTER PHARMACISTS AND FEWER. PHARMACIES

A Plea for a Higher Standard of Education for Pharmacists,  
Together with an Outline of a Law Establishing Such a  
Standard in the State of New York.

BY GEORGE ALEXANDER SAXE, M.D., NEW YORK.

WITH all the recent advances in pharmaceutical legislation in this country, there is no law in force to-day that adequately provides for the education of the pharmacist and for the protection of the public against unskilled sellers of drugs and compounders of medicines. Indeed, a comparison of the existing laws which regulate the practice of pharmacy on the one hand, and of the other branches of medicine on the other, shows beyond doubt that the educational status of the pharmacist to-day is far below that of the physician, the dentist and the veterinary surgeon.

This difference between the educational requirements prescribed by law for pharmacists, and those demanded of candidates for admission to the allied professions, is particularly marked in the State of New York, because in this State the professions of medicine, dentistry and veterinary surgery have been especially fortunate in securing legislation which provides for a higher standard of education than in any other State in the Union.

Before discussing the subject of pharmaceutical legislation it will perhaps be well to review very briefly the history of the movement which resulted in the passage of the present laws regulating the practice of the other branches of medical science in the State of New York.

### BEGINNINGS IN MEDICAL LEGISLATION.

The first step toward a higher standard of preliminary education for medical students in this State was taken in 1889, when a law was passed requiring the candidate for the degree of M.D. not holding the degree of B.A. or B.S. from a recognized college to pass examinations in arithmetic, geography, grammar, spelling, English composition, United States history and physics, conducted by the Regents of the University of the State of New York. (Laws of 1889, Chapter 468).

### THE FUNCTION OF THE REGENTS.

The University of the State of New York is not a teaching institution, but a State board, created in 1784 and reorganized in 1787, consisting of nineteen regents elected by the legislature, and of the governor, lieutenant-governor and superintendent of education, *ex-officio*. The regents have had extensive powers conferred upon them by law, and constitute the highest educational authority of the State. No college or university can be chartered without the approval of the regents, and they have supervision over all educational institutions above the grade of public schools. But the function of the regents that chiefly concerns us is that of an examining body, which holds examinations in all subjects of high school grade and grants certificates, entitling to admission to the various professional schools and colleges. Within the last decade the regents have been, in addition, intrusted with the examination of candidates for license to practice medicine, dentistry and veterinary surgery in this State.

### SUPERVISION OF MEDICAL EDUCATION.

The law of 1889, which prescribed examinations for medical students in the subjects named in the above paragraph, was amended in 1895 and in 1896, and the requirements were raised to graduation from a high school or

to regents' examinations in subjects amounting to 24 academic "counts;" and for students who enter a medical school after January, 1897, to 48 counts. The regents' system of counts, it may be said, is so arranged that 12 counts represent one year's work in a high school of standard grade, and 48 counts are equivalent to the full four years' high school course. The word "count" merely stands for the relative value of a subject of study according to the length of time it is supposed to occupy in the course.

On July 1, 1895, the new veterinary law took effect, which provided for a similar preliminary education for veterinary students. This law graded the requirements in such a manner that during the year following its passage the veterinary student was required to have a minimum education represented by 24 regents' counts before admission to the veterinary school; during the next year 36 counts were required; and during the next, the standard of 48 counts was reached and henceforth maintained. Precisely the same plan was adopted for dental students, taking effect in August, 1895.

### THE ADVANTAGES OF THIS SYSTEM

cannot be overestimated. It secures a uniformity of the minimum standard of admission to the schools of medicine, veterinary science and dentistry, and places the decision as regards the qualifications of the candidates in the hands of an impartial body, independent of the respective professional schools.

With this legislation for the establishment of a standard of preliminary education for professional students, provisions were associated for the regulation of the practice of medicine, dentistry and veterinary surgery. The laws of 1890 (Chapter 507), revised in 1893 (Chapter 661) and amended in 1895 and 1896, provided that "no person who is not before September 1, 1891, a legally authorized practitioner of medicine in this State (unless his credentials are indorsed by the regents under seal, under laws of 1893, Chapter 661, Section 148), can be licensed to practice, except by the regents *after he has met the preliminary and professional requirements*, and has passed the examinations of the University of the State of New York in anatomy, physiology and hygiene, chemistry, surgery, obstetrics, pathology and diagnosis and therapeutics, including practice and materia medica."

For the license to practice dentistry and for that authorizing the holder to practice veterinary surgery similar provisions were incorporated in the act known as the Health law, codified as Chapter 661 of 1893, of which, by the way, the present pharmacy law is a portion.

### THE NEED IN PHARMACY.

One cannot seriously contemplate the conditions of pharmacy in this country without concluding that what we need is *better pharmacists and fewer pharmacies*. To secure better pharmacists there is but one way, and that is by raising the standard of requirement as to preliminary and professional education. In the State of New York the question of requiring the degree of Graduate in Pharmacy for admission to the license examination has been agitated for a number of years, but the movement has as yet not borne fruit. A bill to provide for the preliminary education of apprentices in pharmacy was introduced in the Legislature during the last session, but as nothing has been heard from it this bill probably died in committee. To secure fewer pharmacies is a more difficult task. The methods adopted in European countries to check the multiplication of pharmacies and to keep their number in proportion to the growth and prosperity of the population in a given locality cannot be employed in this country, because they are at variance with the principles



of republican government. We do not want any over-officious governmental paternalism, nor will we stand for the concentration of an important semi-public business such as pharmacy in the hands of a few, perhaps, incompetent men who have paid for the privilege of exercising a monopoly.

#### "ASSISTANT PHARMACISTS" AND "PHARMACISTS."

How, then, shall we bring about the desired result—namely, fewer pharmacies? By making it more difficult to become a responsible manager and owner of a drug store. This can be accomplished by creating two classes of pharmacists; first, ordinary licensees, who may be styled "assistant pharmacists" (in analogy to the German "Gehilfe"), who shall have all the rights and privileges now granted to pharmacists, *except* the right of personally conducting and managing a drug business, and second, a class of "pharmacists" (in analogy to the German Provisor), who shall hold a higher license on the basis of higher professional qualifications, and who alone shall have the privilege of managing a drug store. A provision must be added, prohibiting any "pharmacist" who has this special license from managing more than one drug store at the same time. Thus, under this scheme, an "assistant pharmacist" who has already a license to practice pharmacy, who wishes to buy or to establish a drug store, will be required to present evidence of a certain term of years of experience as assistant pharmacist, and to pass a second State examination of an advanced character in the various branches of pharmacy, including practical work in dispensing and in chemical analysis. The result of such a law would be twofold: (1) That there will be fewer men licensed as assistant pharmacists, because the standard of educational requirements shall be higher. (2) There will be still fewer men who will secure the privilege of owning and managing a drug store, because only a certain number of the assistant pharmacists will secure the higher license. In this manner there will be *better pharmacists and fewer pharmacies*.

A law raising the standard of preliminary education and providing for two classes of pharmacists, as above described, may be closely modeled on the medical law.

#### THE REGISTRATION OF APPRENTICES.

The sections of the present pharmacy law which relate to registration of apprentices should be retained, but the required period of practical experience should be reduced to two years. It is better that the young man who enters as an apprentice should spend a longer time completing his preliminary education, and that he should enter the drug store after graduation from high school at the age of, say, 18 years. Such a young man will bring a trained mind to the solution of pharmaceutical problems, and will be able to absorb and assimilate more knowledge in two years than a raw, uneducated boy of fourteen in two or three times that length of time. Besides, a youth of eighteen, and a high school graduate, who enters a drug store as apprentice will be able from the first to observe and assist in the laboratory and prescription department, and will not be required to spend a number of years doing the work of a porter or a scrubwoman.

#### REQUIREMENTS FOR "ASSISTANT PHARMACIST" LICENSE.

No one should be admitted to the examination for license as "assistant pharmacist" without having completed a course of study of not less than two years' duration in a registered college of pharmacy that maintains a satisfactory standard. No college of pharmacy in this State should admit a student unless he holds a Pharmaceutical Students' Certificate issued by the regents. This

certificate should be granted without examination to applicants holding a bachelor's degree from a recognized college, or who have completed a four years' course in a registered high school, or in an institution of equivalent academic rank. All other applicants should be required to pass regents' examinations in academic subjects representing, at first, two years of high school work; then three years; and finally a full high school course (24, 36 and 48 counts), the standard being gradually raised from year to year. A college of pharmacy may be allowed to matriculate a student conditionally, provided he present evidence of having completed at least three-quarters of the required education before entering the college, and that he make up the remainder during the first year of pharmaceutical study. Graduates of colleges of pharmacy in other States or countries who apply for the New York license must submit evidence of an equivalent preliminary education, or must pass the same regents' examinations.

#### EXAMINATIONS CONDUCTED BY THE REGENTS.

The examinations for license should be conducted not by a State Board of Pharmacy, but by the regents, assisted by a State Board of Pharmaceutical Examiners, in the same manner as the examinations for medical, dental and veterinary licenses are now conducted. The State Board of Pharmaceutical Examiners should be appointed by the regents from lists of candidates elected by the State Pharmaceutical Association. If this body does not represent the majority of pharmacists of this State, it should be so reorganized that all the local pharmaceutical societies shall send delegates to the State Society in a fixed ratio to membership. The expenses of the examinations will be covered by the fees paid by candidates. The regents shall have power to revoke licenses for grave offenses, after a hearing before the Board of Pharmaceutical Examiners.

#### THE STATE BOARD OF PHARMACY HAS TOO MUCH POWER UNDER THE PRESENT SYSTEM.

The provisions of the present pharmaceutical law which relate to the State Board of Pharmacy, except those concerning the power of granting and revoking licenses, conducting examinations and registering licensed pharmacists, may be allowed to remain unchanged. The present system gives the State Board of Pharmacy powers which are altogether too extensive, when we consider that these boards are elected by a comparatively small proportion of the pharmacists of this State. It is wrong in principle to give a body of this kind the power of controlling the pharmaceutical profession from alpha to omega. The same body of men grant and revoke licenses practically at pleasure; impose fines (which go to the funds of private corporations with which they are connected) and regulate the details of professional practice; and they are not even subject to control by the courts! The State Board of Pharmacy, or its local subdivisions, should act only as inspectors and supervisors of the drug business and as executors of the pharmaceutical laws, just as the Boards of Health supervise and regulate all other occupations that have to do with public health. The expenses of the State Boards of Pharmacy under such circumstances would be paid by the fines collected, or if necessary, by an annual appropriation of a few thousand dollars. Appropriations of far greater amounts are made at Albany for much less meritorious purposes.

#### ANNUAL REGISTRATION.

Annual registration fees, payable by each pharmacist to the Board of Pharmacy would also provide revenue

which would be used to enforce the pharmaceutical laws. It would be a good plan, however, to have every license to practice pharmacy registered by the county clerk in the county where the applicant resides at the beginning of such residence, just as the medical, dental and veterinary licenses are registered. The county record would be accessible to the public, and would facilitate actions in cases of violation of the pharmacy law by unlicensed persons.

#### Summary and Conclusions.

The conditions of pharmacy in this country to-day demand *better pharmacists* and *fewer pharmacies*. In order to reach this goal the pharmaceutical laws must be amended in such a manner as to include the following provisions:

#### TWO GRADES OF LICENSES.

1. *The creation of two grades of pharmacists*—namely, the "assistant," who shall have all the privileges now accorded to "pharmacists," but who cannot be the responsible manager of a drug store, and the "pharmacist," who shall have the privilege of holding this responsible position by virtue of a higher license. In other words, every drug store will be required to have at least one "pharmacist" on its staff, whether as owner or manager, and he will be the responsible person, the assistant only taking charge in his temporary absence. A "pharmacist" will not be permitted to manage more than one store at the same time. If he owns more than one, he must have a "pharmacist" in each branch store. Of course the holders of licenses under the present act should be protected by a clause preventing retroactive interpretation.

#### A STATE BOARD OF EXAMINERS.

2. *The creation of a State Board of Pharmaceutical Examiners*, who shall be appointed by the regents from lists of candidates elected by the State Pharmaceutical Association, representing the pharmacists of this State. This board should consist of seven members, serving for three years without pay. At each annual meeting the State Association will nominate twice the number of candidates required to fill the vacancies in this board, and from these nominations the regents will appoint the examiners. These examiners shall prepare lists of questions for the examination of candidates; but the regents shall select the questions submitted to them, and shall edit the examination papers. The answers will be marked by the examiners and transmitted to the regents, together with a report of each candidate's standing, whereupon the regents will issue licenses to the successful ones.

#### REQUIREMENTS FOR LICENSE AS "ASSISTANT."

3. *The following should be the requirements for candidates for license as "assistant pharmacist":*

I. Evidence of being over 21 years of age, of good moral character, and of possessing the required preliminary education, represented by a minimum standard of forty-eight counts.

II. Evidence of having received a pharmaceutical degree from a college of pharmacy, recognized as maintaining at the time a satisfactory standard, after two years' study therein. No college of pharmacy in this State may matriculate a student unless the preliminary education requirements have been complied with.

III. Evidence of having served an apprenticeship of at least two years in a drug store. (Registration of apprentices to be retained). One year of apprenticeship may be included in the time spent at college, provided the applicant work in a drug store in his spare time while attending the college exercises.

IV. Payment of a fee of from \$15 to \$25.

V. A practical and theoretical examination in all the branches of pharmacy conducted by the regents and the Board of Pharmaceutical Examiners.

#### REQUIREMENTS FOR LICENSE AS "PHARMACIST."

4. *The following should be the requirements for the higher license as "pharmacist":*

I. Evidence of having been licensed as assistant pharmacist under the provisions of this act.

II. Evidence of having had at least two years' experience as "assistant" as testified by a certificate from his employer.

III. A fee of \$25.00.

IV. An examination conducted in the same manner as that for "assistants," but requiring a higher degree of professional attainments.

#### REGISTRATION OF LICENSES.

5. *Registration of all licenses by the county clerk of the county in which the applicant resides.* The fee of \$1.00 to be charged for such registration; but the applicant need not renew his registration unless he removes to another county, when twenty-five cents may be charged for transferring the record.

6. The present boards of pharmacy should be retained for the purposes of regulating the practice of pharmacy, prosecuting violations and inspecting drug stores.

#### WILL RAISE THE STANDARD OF PHARMACY.

When this law will go into effect the pharmaceutical profession in this State will be placed where it belongs—namely, on a level with the other branches of medicine. The pharmacist will rise in the social scale to the place which he should occupy by virtue of the importance of his occupation, and even our *confrères* in Germany and France will not be able to curl their lips at the New York pharmacist. The State of New York will be recognized as maintaining the highest professional standard in pharmacy, and its licenses will be recommendations in themselves, so that the New York licensee will be preferred for choice positions elsewhere in the country. Other States will ultimately follow its shining example, and the United States Government will no longer hesitate to give the army pharmacist the rank of a commissioned officer.

In presenting this outline of an educational law for pharmacy the writer's aim has been to stimulate discussion on the subject, and to bring the advantages of speedy and radical action in this matter to the attention of those who sit in the councils of pharmacy, particularly in the State Pharmaceutical Association. If he has succeeded in doing this his labor will not have been in vain.

180 EAST SEVENTY-NINTH STREET.

**Extract of Amanita Muscaria.**—Since the alkaloid muscarine is very unstable and keeps badly, it is suggested to substitute for it an alcoholic extract of the fly agaric thus prepared. One kilo of fresh carefully picked over fungi are extracted with alcohol 95 per cent. and tartaric acid. The fungi are first cut up and partially dried at 40 degrees C., then pounded with tartaric acid, and extracted with boiling alcohol in an extractor. The liquid is filtered, the solvent distilled off and the residue evaporated to dryness *in vacuo*. It is then extracted with water acidulated with tartaric acid, neutralized and again evaporated to dryness *in vacuo*. The name *muscarium* has been given to the extract thus obtained, which is prescribed in doses of 1 to 5 centigrammes in 24 hours in cases of digestive atony.—*Rev. Pharm.*, 11, 42, through *Phar. Jour.*

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticize, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### BOOK-KEEPING, ACCOUNTING, AND FINANCIAL.

#### SYSTEM OF ACCOUNTING FOR RETAIL DRUGGISTS.

(Continued.)

THE balance sheet is a statement of the result of the business operations of the year. The form given below is simply a general statement of the resources and assets of the business. It may be further elaborated to show greater detail, as the total amount of goods bought during the year, as well as the total sales and the sales of particular departments. Also the total expenses of the year, the total credit business done, etc.

#### Balance Sheet, January 1, 1901.

<b>Resources, or Assets:</b>			
Stock on hand, as per inventory.....	\$6,000.00		
Fixtures on hand, as per inventory.....	2,000.00		
Cash on hand.....	2,000.00		
Accounts receivable.....	1,000.00		
<b>Liabilities:</b>			
Accounts payable.....		\$1,000.00	
Other liabilities.....		2,000.00	
		\$11,000.00	\$8,000.00
Excess of assets over liabilities.....	\$8,000.00		
Net investment.....	5,000.00		
Net gain.....	\$3,000.00		

The amount of the excess of assets over the liabilities is the net worth of the business. Capital invested in the business is regarded as a liability in all balance sheets; the business owes that amount to its proprietors, and is regarded as solvent only when it can pay all its liabilities. When a loss is made on the year's business, the amount of the loss is deducted from the net capital.

#### IMPORTANCE OF THE ANNUAL INVENTORY.

The inventory is of the utmost importance in the intelligent analysis of the business and its successful conduct. It should be taken yearly, or at least once in two years. This is something that is much neglected by pharmacists on account of the labor involved. To inventory properly a retail drug stock is a big undertaking, but it must be regarded as being "all in the day's work," and as regularly attended to as any other routine duty of the business. Estimating or guessing as to the amount of stock on hand is a shiftless and slipshod way of doing business. The value of the stock is the foundation or basis of all computations of the profit and loss of the business, hence the necessity of this basis being fact, not guess. It is impossible to know what the business is worth, or what progress it is making, without the inventory; nor what amount of insurance to carry, or to prove exact loss in case of fire damage, or to make an exact financial statement to a commercial agency or the credit man of a wholesale house.

Accounts with special departments of the business, as soda, cigars, etc., may be opened in the private ledger; the cash receipts of the department are to be credited to the account and the disbursements debited, as:

Dr.		Soda Water Department.		Cr.	
Date.	To investment in fountain and fixtures.....		\$10.00	To cash sales.	Date.
	To repairs.....	\$1,000.00	8.00	" "	
	To supplies.....	10.00	9.00	" "	
	To attendance....	15.00	15.00	" "	
		10.00	18.00	" "	
			14.00	" "	

At the end of the year or season the account may be balanced up by footing up the two columns, after first taking an inventory of the fountain and fixtures and entering its amount in the credit or right hand column; the difference will be the profit or loss made. As in all inventories, the property should not be inventoried at what it cost, but what it was worth at the time the inventory was taken. Possibly the extreme life of a soda fountain may be estimated at twenty years; in that case five per cent. of its original cost must be deducted each year for wear and tear. At the end of the period the account will appear something like this:

Dr.		Cr.	
Cost of fountain and accessories..	\$1,000.00	\$1,300.00	Cash sales.
Repairs, supplies and attendance..	400.00	950.00	Present value of fountain and accessories.
Gain or profit.....	750.00		

Then the account for the new year is opened with the debit of "Present value of fountain and accessories \$950."

#### CLOSING UP THE DAY'S BUSINESS.

The best time to close up each day's business is the evening, as soon as trade has slackened for the night. If the duty is neglected until just before closing time, when every one is in haste to be off, things are apt to be slighted or neglected, and if the cash does not balance at the first count the cashier is liable to be thrown out of balance as well. If counting up is begun at a certain time each night, say one or two hours before closing time, there will be ample time to straighten things out, if they are snarled up.

#### POST UP NEXT MORNING.

It is best to post up the first thing next morning, no matter whether the books are kept by the proprietor, head clerk or the cashier. If this be made the first routine duty of the day, the books will always be in good shape; but if the posting is done at irregular times and intervals, they will always be behind, and even the professional book-keeper dislikes to post up books that are behind. In a business averaging fifty dollars a day, an hour's work each morning will keep the books in good shape, but bear in mind that if you skip one morning, it will mean two hours' work the next, and if you leave them for a week it will take seven hours to post up.

The original entry slips, after being posted up, should be placed on a file, each class by itself, and at the end of each month they may be strung or tied in bunches, marked on the outside with the month and year, and put away in a box on some top shelf; it is only on rare occasions that it will be necessary to refer to them.

Most of the payments for merchandise and expense will be made by bank checks or from cash on hand, but not from cash in the cash-drawer. The slips for these transactions may be filed at the office desk, or they may be filed along with the others at the cash-drawer; in the latter case they must be marked "from cash on hand," or in some other way that will show that they are not to be included with the day's cash.

Such payments as are received on account by bank check, by mail or otherwise, should have the slip for the transaction filed at the cash-drawer with the other cash receipts of the day, and in case the money is not placed in the drawer, the slip should be marked "out," to show that the amount has been taken from the day's cash receipts.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### Druggists Circular, May.

**Embalming and Preserving Fluids.**—Professor L. E. Sayre draws attention to the importance of exercising a surveillance over employers of embalming fluid for medico-legal reasons. According to T. M. Deiter, of the University of Kansas, the following substances have been used in various combinations for making embalming fluids: Alum, arsenous acid, ammonium chloride, aluminum chloride and sulphate, aromatic volatile oils, boric acid, chinosol, creosote, carbolic acid, chlorinated lime, formaldehyde, mercuric chloride, potassium chloride, potassium nitrate, pyroligneous acid, quinoline, quinoline hydrochloride, sodium arsenate, sodium hyposulphite, sodium borate, sodium chloride, sulphuric acid, thymol and zinc chloride. An examination of over fifty preparations showed that one or more of these substances, in conjunction with water, wood alcohol and glycerin, formed the basis of the combinations in use. Details are given of the composition of various fluids and comments on the preservative properties of the different ingredients.

**Free Hydrochloric Acid in the Stomach.** By Joseph L. Mayer, Phar.D.—A reply to a paper by Dr. Richard B. Faulkner (*Jour. Am. Med. Assocn.*), which was commented upon in a previous issue. Dr. Faulkner said in effect that free hydrochloric acid was not a normal constituent of the gastric fluid, and that Günzburg's reagent, which is usually relied upon to detect the acid, is not a test for free acid. Dr. Mayer controverts these statements by a series of extracts from the published works and papers of various authorities, and attempts to show experimentally that Günzburg's reagent is perfectly reliable.

**The Treatment of Constipation.**—A "Hospital Physician" gives some useful advice regarding the treatment of this common but obstinate complaint. The etiology of the trouble is first discussed at length, and hygienic and dietetic errors are pointed out with suggestions for their correction prior to medicinal treatment. The advice given in the latter connection is not new, nor are the formulas for purgative medicines. Indeed, much of his advice in this respect is open to considerable criticism from a medical standpoint.

**Behind the Soda Water Counter.**—Thomas Warwick advises druggists to study the mechanism of their fountains, and to give the interior a general overhauling each spring. Difficulties likely to occur with the mechanical portions are pointed out with advice as to remedy. Suggestions are also given concerning the syphon trade and for the preparation of fruit syrups. The manufacture of the fruit juices in the customer's presence he considers one of the best drawing cards for the soda fountain.

**The Art and Law of Merchandising.** By W. L. Perkins.—This is the fifth paper in this series in which the question of credit is discussed. He advises the small dealer to be careful in giving credit. Test the customer before opening an account. When the account is opened render bills promptly, and do not permit bills to stand beyond a reasonable time. This is often a matter of difficulty, but may generally be overcome by a little tact. When approached by a commercial agency for a statement, the author advises a frank statement of the condition of the business. This question will, however, be considered later.

**Solubility of Resins and Gum Resins.** By Dr. Theodor Koller.—A paper translated from the *Neueste Erfindungen und Erfahrungen* dealing with the solubility of the various gums and varnish resins in different media. The paper has already appeared in the *Oil, Paint and Drug Reporter*.

**The Sulphuric Acid Test for Petrolatum.**—A reprint of an article by Dr. Emil Grebe, which appeared in *Meyer Bros.' Druggist*. The author states that while all petrolatums prepared by the acid method will stand the U. S. P. sulphuric acid test, none of the usual commercial colored products will stand it, and he considers that the U. S. P. tests of purity are not conclusive.

*Pharmaceutical Era*, May 2, 9 and 16.

**Laboratory Notes.**—This is a new department in which contributions relating to research work and investigations in the laboratories of manufacturing houses will appear. The first installment consists of notes from the laboratory of H. K. Mulford Co. on Estimation of Santalol in Oil of Sandalwood. An error in the method of isolating santalol from oil of sandalwood described by Schimmel & Co. is noted; this refers to the use of normal potassium hydroxide solution where alcoholic potassium hydroxide (normal) solution would seem to be indicated. A mathematical error is also pointed out in the placing of a decimal point, which belongs to the hundredth point instead of to the tenth. This firm also contributes a note on anti-pneumococcic serum in which attention is called to the good points of their product.—J. Ellwood Lee Co. have a note on the alkaloidal assay of belladonna root in which attention is called to the success they have had in overcoming the emulsification of the alkaline chloroform water mixture by the use of a few small flakes of stearic acid. The menstruum used consisted of a mixture of equal volumes of chloroform and absolute alcohol, the mixture being shaken out with dilute sulphuric acid as usual, neutralized with ammonia and the alkaloid extracted three times with chloroform. The chloroform solutions were then evaporated over a steam bath, the residue dissolved in a very little alcohol and about 200 Cc. of water added. This was then titrated to a clear yellow with twentieth normal hydrochloric acid, using hæmatoxylin as indicator. The results of duplicate assays show the accuracy of the method followed, and the figures illustrate, according to the writer, the great variation in belladonna root and the urgent need of a definite standard of alkaloidal strength in official preparations.—Parke, Davis & Co. note sophistications in crude drugs and adulterations in chemicals. Quite recently the firm rejected an unknown species of smilax from Central America, which has been offered as genuine Honduras sarsaparilla; and a consignment of cannabis Indica, which contained 20 per cent. mud. Some samples of thymol were adulterated with crystals of sodium sulphate.—Schieffelin & Co. note the starch contents and percentage of ash of several samples of lactucarium. Starch was found in two samples, and in these the percentage of ash was correspondingly low; in no case was the percentage of ash found to lie within the limits stated by the various works of reference. The hydrastine content of hydrastis Canadensis has been found to be higher than that usually stated, Keller's method of assay being employed, and yielding as high as 3.75 per cent.

*The Care and Dressing of Windows* is the subject of a paper by R. D. Channell, who advocates seasonable displays and frequent changes.

*Economic Pharmacy.* By Alfred H. Kelling.—The author touches on the sources of waste in the drug store, and says a word for economy in business management.

*Practical Laboratory Devices.* By Frederick T. Gordon.—Among other apparatus the author describes a home made "macerator," constructed out of a quart fruit jar, and an arrangement of muslin. Suspended about one-third down the jar is a piece of fine gauze made into the shape of a coffee strainer (bowl-shaped), which is raised or lowered as required by four wires running through holes bored in the top of the jar. A pipette device is described, which provides against the danger of burning the lips in sucking up a caustic alkaline or acid solution through a pipette. It consists of a piece of rubber tubing about 6 or 8 inches long, attached to the top of the pipette, and having an ordinary burette clamp fixed about the middle. By this device the fluid can be sucked up to the very top of the pipette without danger. The use of blotting paper on the top of the cotton in a percolating vessel is recommended as being superior to filter paper, and it also makes an admirable straining medium for thick liquids, disks of it being fitted to the bottom of a percolator, and the liquid filtered through it. A method of using a water air-pump to hasten filtration is described. Practical notes on the use of an alcohol Bunsen burner, a scrap book, the prevention of "creeping" of syrups and various handy devices for the laboratory conclude the article.

*Laboratory Notes* are continued, and Hance Bros. & White give the results of a comparative examination of three samples of white wax with the constants proposed by v. Hübl and Allen, and those given by Fischer & Hartwich in the new edition of Hager's "Pharmaceutische Praxis."—The examination of samples of quinine sulphate showed the presence of other cinchona alkaloids and the amounts are stated.—Nelson, Baker & Co. contribute a note on a method of determining accurately morphine contaminated with other alkaloids of opium.—Sharpe & Dohme give the results of a number of cinchona assays.

*Useful Books.* By Loren D. Larkin.—The author keeps a memorandum book in which he jots down formulas, and he has made separate collections of formulas, besides keeping a scrap book for clippings on business matters, hints on advertising, window displays, etc.

*What Will Increase the Drug Clerk's Salary?* By H. B. Molyneux.—The author's answer to this question is, "The restriction of the registration of pharmacists by the adoption of more stringent requirements."

*Testing Absorbent Cotton.*—In this contribution from the laboratories of Johnson & Johnson, the author declares the Pharmacopœia tests to be of no value. He suggests the extraction of separate portions of the cotton with distilled water and with ether to determine the absence or presence of soap; and for the presence of bleaching materials, the application to the extracts of various reagents. A table showing the scheme of assay and the reaction of ether washings and water washings to silver nitrate, barium chloride, mercuric chloride and ammonium carbonate is included.

*Insecticides as Profit Makers.* Frederick T. Gordon.—The author advocates the preparation by the pharmacist of his own makes of insecticides, and gives hints for their preparation.

*Business Rules for the Druggist.* By P. H. Wilson.—The manufacture of side lines is recommended, and hints are given for their display and sale. The rules prescribed for the conduct of the store are very general in their character and have nothing new or novel to recommend them.

*Proper Relationship Between Employer and Clerk.* By James Brace.—The value of a clerk to his employer increases as his interest in the advancement and extension of the business deepens. Very few employers fail to recognize and reward faithfulness and earnest endeavors on the part of their clerks. This is a useful and suggestive article, a perusal of which can be recommended to both employers and clerks.

#### Chemist and Druggist, May 11.

*Cinchona in Java.*—The editors remark that the condition of cinchona cultivation in Java is not well known in the London market. They have had the opportunity of getting authentic information on the matter from two gentlemen who were not primarily interested in cinchona production. Both agreed that cinchona cultivation is on the upgrade in Java, and that the cultivation of ledger trees there may be said to be in its infancy. The Bandong quinine factory is now the only one in Java. Last year it sold 900,000 ounces of quinine by auction locally, the bulk of it going to the United States, and the editors note that the exports of quinine from Germany to the United States decreased 1,000,000 ounces last year. It has often been asserted that the Java planters have the quinine situation in their own hands if they would come to some agreement to restrict the output or control the supply of bark. This is just what they cannot or will not do. On the contrary, they ship larger quantities every season. To this fact, taken together with the heavy London stock of quinine, is attributed the recent depression of the market and want of confidence among speculators. In regard to the heavy shipments of cinchona from Java, it is noted that they are not a matter of uprooting trees or anything of that kind, but are simply the natural outcome of a culture which is carried on with excessively cheap native labor and under the best possible scientific conditions.

#### Pharmaceutical Journal, April 20, 27, and May 4 and 11.

*Vegetable Powders and their Diagnostic Characters.* (Continued.) Prof. Henry G. Greenish and Eugene Collin.—In this installment the authors exhibit the characteristics of six named varieties of starch as potato starch, arrowroot starch, curcuma starch, tous les mois starch, British Guiana arrowroot and banana starch. The characteristic appearance of the various starches as seen under the microscope are well brought out in the drawings which accompany the article.

*The Ash of Drugs as an Indication of their Purity.* By R. C. Cowley and J. P. Capford.—This paper is the outcome of some experiments made, with a view of determining the nature of the incombustible and insoluble residue from the combustion of cardamoms. Cobalt was detected, and the authors point to the necessity of adopting a standard method of obtaining the ash of drugs if ash percentage is to be a Pharmacopœial requirement.

*Berberis Vulgaris: A Contribution to Its Morphology and Pharmacognosy.* (Concluded.)—The parts of the preparations of the plant used in medicine are named. The principal constituents of the fruit are oxalic and citric acid. The root and stem contain various alkaloids. This, the concluding installment of the paper, is illustrated with drawings showing sections of the root and stem bark.



*Behavior of Carbolic Acid and Creosote with Albumen.* By Joseph L. Mayer, Phar.D.—This is a reprint of a paper which appeared in *Merck's Report* for August, 1900. The author, who spells albumen with an i contrary to the custom of chemists generally, who distinguish natural albumen from pathological albumin by the spelling (*vide U. S. Pharmacopœia*, 1890, and *Practical Urinalysis*, Purdy), has convinced himself by experiment that wood creosote coagulates albumen, contrary to the dictum of the *Pharmacopœia*, which, while it does not state explicitly that creosote does not coagulate albumen, emphasizes the difference of carbolic acid from creosote in the statement that the acid does coagulate albumen. The writer suggests that the carbolic acid test of the *Pharmacopœia* should be changed from "on adding carbolic acid either to albumen or to collodion, coagulation takes place" (difference from creosote) to "coagulates collodion" (difference from creosote), and then on a distinct line say "coagulates albumen." It should go further and under creosote say the same—viz.: "coagulates albumen." In this way, concludes the author, the fallacy that the coagulation of carbolic acid by albumen is a means of differentiating between carbolic acid and creosote would be discredited, for as both behave in exactly the same manner toward albumen the test becomes one of identity (when associated with others) rather than one of differentiation.

*A New Admixture of Commercial Strophanthus Seeds.* By P. E. F. Perrédès, B.Sc., F.L.S.—A consignment of strophanthus seeds from East Africa were found to contain a smaller seed of a brownish tint, which could be easily picked out by hand. A systematic comparison was made of the characters of the new admixture with those of the official seed, and the results are given in this paper, which is embellished with cuts showing views of the commercial seeds and of the adulterant, together with sections of the seed coats and various forms of crystals existing in the seeds. The investigation was conducted in the Wellcome Research Laboratory.

*The Pharmacy of Chloretone.* By W. Lyon.—Chloretone is trichlor tertiary butyl alcohol. It is formed when chloroform and acetone in equal weights are mixed and caustic potash is slowly added to the mixture, and subsequent distillation with steam after removal of any decomposed acetone or chloroform. Chloretone occurs in white crystals of a camphoraceous odor, which are only sparingly soluble in water, but are readily dissolved by chloroform, acetone, strong alcohol, ether, benzol and glacial acetic acid. It is not apparently affected by dilute acids or by alkalis. It is mainly recommended as a hypnotic and local anæsthetic. The adult dose is stated to be from 10 to 20 grains. A number of formulas for its palatable administration accompany the article.

*A Report on Commercial Ginger.* By A. Russell Bennett.—The author has examined the three kinds of ginger found most abundantly in commerce, and known as Jamaica, Cochin and African. The constituents which the author set out to determine were as follow: (1) Total ash; (2) ash soluble in water; (3) ash insoluble in water; (4) moisture; (5) cold water extract; (6) volatile essential oil; (7) ethereal extract; (8) alcoholic extract after ether; (9) resinous extract. From the results of his investigations the author concludes that much is to be done in the way of examining ginger before a definite limit of composition can be decided upon. We can, however, easily ascertain the presence of spent ginger when the soluble ash comes down to about 1.7 per cent., and the cold water extract to about 0.8 per cent. He suggests the fixing of a *Pharmacopœial* standard for ginger some-

what after the following: "To read consecutively with the characters already given in the *Pharmacopœia*. 'Should yield not less than 5 per cent. resin extract to 90 per cent. alcohol. Should yield not less than 1.5 per cent. of soluble ash when incinerated with free access of air, and not less than 8.5 per cent. of a cold water extract, indicating absence of "spent" or exhausted ginger.'"

*Pasteur's Statue.*—A photographic reproduction of the statue about to be erected to Pasteur at Dôle is printed through the courtesy of the Paris edition of the *New York Herald*, accompanied by a description of the statue, which measures nearly 27 feet, and represents the illustrious savant in a pensive attitude.

*Leeches, their Zoology and Anatomy.* By Graham Bott.—An illustrated article dealing with the history of the leech in medicine and giving the etymological derivation of the Latin name, *Hirudo*. The minute anatomy of the animal is also described.

*Vegetable Powders and Their Diagnostic Characters.* By Prof. Henry G. Greenish and Eugène Collin.—This, the concluding portion of section 1, On the Starches, is taken up with a description of the microscopical characteristics of Brazilian arrowroot, tapioca, the starch of *Ipomœa batatas*, Portland arrowroot, Tahiti arrowroot, sago and pearl sago. The excellent illustrations are by M. Collin.

*Recent Donations to the Museum of the Pharmaceutical Society.* By E. M. Holmes, F.L.S.—A new adulterant of belladonna root is shown in a species of *phytolacca* and the characters distinguishing it from belladonna are described in the text and by cuts. Descriptions are given of moghat root, ka-lah-met wood, caragura, a red pigment; a new cardamom, false scammony root and Chaalmugra seed.

#### *Pharmaceutische Post, February 3, 10, 17 and 24.*

*The New Edition of the Austrian Pharmacopœia.*—Concerning the proposed changes in the new edition of the Austrian *Pharmacopœia*, in answer to questions asked by the Silesian provincial government, the Silesian Pharmaceutical Union suggests that the following articles be omitted from the new edition: Antifebrinum, Catechu, *Caules dulcamaræ*, *Cortex Frangulæ*, *Cortex Salicis*, *Elemi*, *Extractum Aconiti*, *Ferrum citricum ammoniatum*, *Guarana*, *Radix Aconiti* and *Tinctura Aconiti* (?). The following articles that have been stricken out by the revising committee should be allowed to remain in the new edition: *Solutio Aluminium acet.*, *Calcium carbonic. præcip. purum*, *Chinin. bisulfuricum*, *Coffeinum*, *Ferrum carbonic. saccharat.*, *Ferrum sulfuricum*, *Kalium acetikum solutum*, *Kalium chloricum*, *Kalium hydrotartaricum*. The following articles should be omitted: *Bolus alba*, *Extractum Conii*, *Ferrum reductum*, *Lactiarium*, *Magnesium citricum*, *Mucilago Cyloniolum*, *Tinctura Catechu*, and *Unguentum Glycerini*. The following are recommended for admission into the Austrian *Pharmacopœia*: *Æther bromatus*, *Agaricin*, *Ammonium sulfo-ichthyolicum* (*Ichthyol*), *Amylene hydratum*, *Antipyrinum salicylicum*, *Bismuthum salicylicum*, *Chininum salicylicum*, *Coffeinum natrobenzoicum*, *Creolin Pearson*, *Diuretinum*, *Empl. gummi elast. adhæs.*, *Guajacolum carbonicum*, *Creosotum carbonicum*, *Kosinum amorphum*, *Lysolum*, *Migræninum*, *Natrium sozoiodolicum*, *Phenacetinum*, *Piperazinum*, *Podophyllum*, *Resorcinum*, *Saccharinum* (*Fahlberg*), *Saccharinum solubile*, *Suppositoria Glycerini*. A number of other articles, chiefly newer remedies, are also named as desirable additions to the *Pharmacopœia*, without specially recommending their inclusion. (To be continued.)

*The New Edition of the Austrian Pharmacopœia. (Continued.)* The Silesian Pharmaceutical Union also makes the following suggestions as regards the new Pharmacopœia: The chemical substances admitted to the Pharmacopœia need not be absolutely pure, but must show such a degree of purity as to exclude any interference with the medicinal action of the substance in question. Quantitative examinations require so much time and trouble that it is probable that the druggist will hereafter confine himself largely to qualitative tests. The Pharmacopœia should prescribe certain quantities which should be used in making the qualitative tests, and certain definite strengths of the reagents. Then a scale should be constructed, with numbered groups of lines of varying thickness, and this scale, held behind the test tube, should be used to test the degree of turbidity produced by an impurity in the solution. The Pharmacopœia may prescribe that a certain set of lines must be visible through the test tube for a given reaction. If this is not the case the impurity or impurities exceed the limit permissible by the Pharmacopœia, and the chemical must be rejected. The same principle may be used with extracts of narcotic drugs. By long experience it has been determined that extracts of the required strength contain a certain amount of alkaloids. If the alkaloids be precipitated, and the aqueous solution of the extract be evaporated, one can dissolve the residue of alkaloids in a prescribed amount of dilute acids and then precipitate the alkaloid with Mayer's reagent in a test tube of known size, the level of the precipitate indicating the amount of alkaloids contained in the extract tested. In examining official fats and oils the determination of the amount of acids, esters and iodine is a comparatively simple matter and should be required. (To be continued.)

*Notes on the New Edition of the Austrian Pharmacopœia.* By a Committee of the Silesian Apotheker Gremium.—A reply to the questions submitted by the Commission on Revision.

*New Remedies of 1900.*—A List Compiled by Dr. Max Schneider (continued).

*A Case of Acute Zinc Poisoning after Wearing Silk Stockings Heavily Impregnated with Zinc Salts:* By Dr. Adolf Jolles.—The author relates the case of a young woman who suffered from certain nervous disturbances combined with severe anæmia and debility. He was given her urine for examination, as well as a pair of fine silk stockings of a golden yellow color, which she had worn. It was said that the wearing of these stockings seemed to have aggravated the illness. Large quantities of zinc chloride were found in the silk of these stockings, and zinc was also found in the urine. Analyses of this patient's urine, instituted at intervals for several months, showed considerable amounts of zinc salts in varying quantities. At the first examination the urine showed the presence of a considerable amount of albumin, globulin and albumoses, as well as casts, but these gradually disappeared under appropriate treatment. There is no doubt that this was a case of zinc poisoning.

Pharmaceutische Centralhalle, February 28.

*On the New Compounds of Hexamethylenetetramine (Urotropin).* By Dr. L. Vannino and Dr. E. Seitter.—An article dealing with some new organic compounds of urotropin. The following compounds have been worked out by the authors: The dibromogallate of urotropin, the formula of which is  $(\text{CH}_2)_6\text{N}_4\text{C}_6\text{Br}_2(\text{OH})_3\text{COOH}$ ; the sozoiodolate of urotropin, a compound of urotropin and chloral hydrate; a sulphate, a ferricyanide, and a sulphochloride of urotropin.

*On the Rubber Question. The Culture of Rubber Plants.* By Herr Neger.—The demand for rubber has increased enormously since the rise in the popularity of bicycles. The chief exporting center is Brazil, with two-thirds of the total production to its credit; then comes Africa with twenty-nine per cent., and then Asia, Polynesia, and the remaining countries of South America. Recently an expedition was organized to further the cultivation of rubber in the German African colonies, to select the best varieties of rubber trees, and to determine the best methods of cultivation. The expert of this expedition, Schlechter, found that the *Landolphia* varieties (*Apocynaceæ*) which grow in Africa cannot compete with the *Hevea brasiliensis*, Mull. Arg., and other Brazilian rubber trees in the amount of juice which they furnish. The natives destroy large quantities of these *Landolphas* in order to obtain quantities at all considerable. The African varieties of *Ficus* (except *F. Vogelii*, Miq.) give a resinous, worthless quality of rubber, which may be used at most for water proofing. The best prospects are found in the so-called silk-rubber plant, *Kikxia elastica*, Preuss, which should be cultivated in large quantities in Cameroon. Experiments are now conducted with this variety on the African plantations. The cultivation of several Brazilian varieties was also recommended by Schlechter.

Apotheker Zeitung, February 6 and 16.

*The Analytic Processes Prescribed by the New German Pharmacopœia.* By Dr. Dueterbeyn, Heidelberg.—The number of analyses prescribed by the new German Pharmacopœia is considerably larger than that given in the last edition of this work. The cause of this is the increase of the manufactured products in the modern German pharmacy, in contrast to the old way of preparing almost everything in the pharmacist's laboratory. In the present article the writer considered the various quantitative methods prescribed in the new Pharmacopœia. Several methods now prescribed are comparatively new to the average pharmacist, as they have heretofore been employed only by the food chemist. (To be continued.)

*The Analytical Methods of the New German Pharmacopœia.* By Dr. Dueterbehn (continued).—An article dealing with the examination of oil of mustard and the determination of the alkalinity, the acidity, the percentage of esters, the coefficient of saponification and the amount of iodine which combines with various fats and oils.

*A Ferric Saccharate Free from Alkali.* By Dr. W. Bruns.—The author has prepared this saccharate for a number of years according to the following formula: Liq. Ferri, 1,500; Aq. Communis, 10,000; stir and add Natr. Carbon. crud., 1,300; Aq. Communis, 5,000.

The solution of sodium carbonate must be added to that of iron and not *vice versa*, otherwise the precipitate is too fine, cannot be washed out, and is not soluble without alkalies. The precipitate is first washed in a flannel bag under a water faucet, and then distilled water is poured over it until only a very slight reaction is obtained with silver nitrate. The water is then decanted, and the precipitate is placed in a copper vessel with 2,500 Gms. of sugar and enough distilled water to make 1,000 Gms., and the mixture is boiled with the gradual addition of sodium tartarate (about 40 Gms.) until all is dissolved. The mixture is made to weigh 10 kilogrammes, and 300 Gms. of this liquid saccharate are used to make 1 kilogramme of the compound tincture of iron of the German Pharmacopœia.

*A New Method of Treatment for Carbon Monoxide Poisoning.* By George Kassner.—The author speaks of the frequency of carbon monoxide poisoning, and gives an account of the experiments of Haldane and Mosso, who recently discovered what promises to be an efficient method of treating such cases. Haldane found that a mouse that has been poisoned with carbon monoxide may be saved by placing the animal in an atmosphere of oxygen under pressure of two atmospheres. Mosso experimented on larger animals and confirmed the statement of Haldane in a communication to the Paris Academy of Sciences (Sept. 3, 1900.) He found that if ordinary air was compressed to the extent of ten atmospheres it had the same effect on the poisoned animals as oxygen under pressure of two atmospheres. Pure oxygen is therefore more efficient. These observers also found that the carbon monoxide is gradually removed from the blood of the poisoned animals as they inhale the concentrated atmosphere of oxygen. The author proposes the establishment of life-saving stations in large cities, where many monoxide poisonings occur. At these stations he would have metallic caissons provided with thick plate-glass windows and with apparatus for compressing the contents, as well as for removing the effete gases of respiration. Cylinders of compressed oxygen at the pressure of two atmospheres should be kept at hand, and the chambers should be large enough to admit several persons. The poisoned persons can be placed in the chamber, the oxygen turned on, and the chamber filled with the gas at two atmospheres pressure. A regulating apparatus will secure an automatic supply of fresh gas as fast as that which is used up escapes through the absorbing apparatus. In this manner the author hopes to save many persons who now have to be given up after inhaling an excess of coal gas.

*The Cultivation and Preservation of Vanilla in Mexico.* By Dr. P. Preuss.—Mexico is the most important vanilla-producing country in the world. The chief district for vanilla plantations is the province of Vera Cruz. Vanilla is grown in places known as the *vanillales*, small, half-wild plantations situated near the huts of the natives, generally away from the high road. The Mexican vanilla is derived from *Vanilla planifolia*. This plant cannot stand cold weather and prefers a damp climate. The plantations are for the most part begun on virgin soil. The underbrush is cut away and left to dry. Then the trees are cut down, and when all the wood is dry it is set on fire and allowed to burn until all is reduced to ashes. Maize is next sowed on this ground, and in the meanwhile the trees that had been cut down begin to grow once more. After two months those young trees are selected that will serve as protection to the future vanilla plantation, and all others are cut down. After the trees have reached an ell in height, vanilla plants are planted next to them. After the third year this plant gives fruit and reaches its maximum vitality during the fifth year. It continues to bear fruit until the tenth year, without requiring any manure. The author is certain that by careful cultivation a much more abundant crop might be secured. The beans are greenish in color when ripe, and not yellow as has been stated. They are gathered by gently bending the bean sideways and breaking it from its stem, or by cutting it down. The bean must never be twisted or turned in gathering. As a rule they are gathered before they are perfectly ripe, for fear of theft. After they have been gathered, the beans are sorted according to their ripeness, and then they are prepared for the market as follows:

Platforms of cement or stone are so placed that they are well warmed by the midday sun and protected from

wind. These platforms are covered with matting and over the matting woolen blankets are laid. At 10 o'clock in the morning these blankets must be well warmed. Then the vanilla beans are arranged on these platforms in such a way that one bean does not touch the other, and are allowed to remain thus until 2 o'clock in the afternoon. In the meanwhile the so-called sweat-boxes are made ready by exposing them to the warm sun and by placing in each box one or more woolen blankets in such a manner that the edges of the blanket hang out. When the vanilla has absorbed a sufficient amount of heat, it is placed in layers in the boxes, the blankets are folded over it, and the boxes are allowed to stand in a covered place for a day. The vanilla then is found to be dark brown and the beans are covered with drops of water. The process of exposing to heat and of sweating is then repeated until the vanilla has given off the bulk of its water. If bad weather prevails, the Mexicans use drying-ovens for this process. After drying, the beans are assorted according to sizes, and tied into bundles. The smaller sizes are considered as inferior, and the beans that had burst in the process of drying are bundled up separately. In the market the following classes of Mexican vanilla are recognized: Picadura, small beans; Rajada, beans that have burst, and according to grade: One, Superior; two, Buena a superior; three, Buena; four, Mediana a buena; five, Mediana (only Rajada); six, Ordinaria a mediana; seven, Ordinaria, and eight, Zacate.

*Pharmaceutische Zeitung*, January 26 and February 16 and 20.

*Precipitation of Albumin in the Urine with the Use of Clearing Agents.* By Dr. B. Gruetzner.—In order to obtain accurate results with tests for albumin one must first have a perfectly clear urine. Various methods have been proposed to secure this result. The author tested the efficiency of a number of the methods in common use, and found that the best clearing agent for urine is kieselguhr, or "Terra silicea calcinata." As a rule, filtration through a filter to which a small quantity of this substance has been added is sufficient to clear the urine. In rare instances it is necessary to shake the urine with the clearing agent. This substance must, however, be used with a certain degree of caution, as kieselguhr absorbs a certain, though very minute, quantity of albumin, thus subtracting from the amount to be precipitated later. The error is very small, if a minute quantity of the clearing agent is added to a urine rich in albumin, but it is appreciable when a large quantity of kieselguhr is added to a urine containing but little albumin.

*The Bactericidal Effects of Alcohol and Spirit of Soap.* By Dr. R. Weill.—The author reviews the article recently published on this subject in the *Pharmaceutische Zeitung* by Barsicow, in which the latter cites experimental evidences to the effect that spirit of soap (the liniment of soft soap of the U. S. Pharmacopœia) is five times more potent than a 1:1000 solution of mercuric chloride as regards destruction of staphylococci and pyocyaneus (the ordinary germs of suppuration). Barsicow adds, however, that spirit of soap is inefficient as regards destruction of anthrax spores, while a 1:1000 solution of mercuric chloride kills these organisms within twenty or thirty minutes. The present author calls attention to the fact that Koch and others declared as early as 1881 that anthrax spores could be killed in fifteen minutes with one-to-one-thousand mercuric chloride solutions. Geppert, however, showed that the experiments upon which this conclusion was based were fallacious, as the threads which had been infected with the spores and then dipped into bichloride solution for fifteen minutes were simply washed in water at the end of that time, and this washing does not remove

the mercurial salt completely. A very minute quantity of bichloride is sufficient to cause arrest of spore growth in the subsequent culture prepared with these threads. Gelpert found that if the remainder of the mercury be precipitated with ammonium sulphide solution and the supernatant spore culture be grown on nutrient media, the spores would multiply in a normal fashion, while if this precipitation of the mercury be omitted, no spores develop on the subsequent cultures. Hence the fact that cultures remain sterile after a fifteen minutes' disinfection of the spore-containing fluid is due to the persistence of traces of mercury in the latter, and not to the action of the bichloride for fifteen minutes, as Barsicow would have it.

*The Examination of Calomel.* By K. Klingele.—The new German Pharmacopœia prescribes that calomel be shaken with alcohol in the examination of this drug for corrosive mercuric chloride, instead of with water, as was stated in previous editions. This is a useful precaution, as the tests become more accurate thereby. It is difficult to obtain pure calomel in the market. The author examined a sample of calomel according to the Pharmacopœial test, and found no sublimate. He then caused his assistant to make a quantitative determination of corrosive mercuric chloride in this sample. For this purpose the calomel was first digested with warm water, and then precipitated with silver nitrate. The silver chloride was then weighed, and the result corresponded to 0.02 Gm.  $\text{HgCl}_2$  in 100 Gms. of calomel. On inquiry from one of the first-class chemical houses, the author was told that it is at present impossible to furnish a calomel that corresponds to the requirements of the new Pharmacopœia. On thorough washing and drying his own calomel the author still found a very small trace of mercuric chloride. In conclusion the author calls attention to an incompatibility which may result in poisoning if not heeded—namely, the simultaneous administration of calomel and bitter almond water. The latter quickly changes the calomel into cyanide, and the benzaldehyde at the same time reduces a portion of the calomel to metallic mercury. Potassium iodide also produces dangerous changes when administered at the same times with or at short interval after the administration of calomel. It is best to give the mild mercurous chloride separately, and as far removed as possible from other chemicals.

*The Examination of Magnesia Usta and Magnesii Carbonas.* By F. Dietze.—The author calls attention to an error which the new German Pharmacopœia makes in describing the method of testing magnesium carbonate and oxide for metals, sulphates, chlorides and iron salts. The basic carbonate is said to give 440 per cent. of oxide after heating to a red heat, and therefore 0.4 Gm. of oxide corresponds to 1.0 Gm. of carbonate. The test prescribes that 0.4 Gm. of magnesium oxide shall dissolve in 10 Cc. of dilute acetic acid without discoloring the acid; the solution shall not be affected by hydrogen sulphide, and should give but a very slight reaction with barium nitrate or silver nitrate. The same requirements are given for magnesium carbonate, in a 1:20 solution, while the magnesium oxide solution is equivalent to one of carbonate in the proportion of 1:10. In testing for iron the error becomes still greater, for the test requires that 5 per cent. hydrochloric acid solution of these magnesium compounds shall not turn blue immediately on addition of potassium ferrocyanide. In other words, the requirements placed upon the oxide are two-and-one-half times as severe as those demanded of the carbonate.

*On the New Local Anæsthetics.* By Edmund Springer.—The author considers in alphabetical order the newest remedies that have been used for local anæsthesia. Ethyl chloride (Kelene) makes a good local anæsthetic,

and is applied in the form of a spray. Ethyl bromide is a good and safe general anæsthetic. Aneson, or anesin, is a watery solution of acetone and chloroform. Anæsthyll (anæsthol, coryl, methylkelene), is a mixture of one part of methyl chloride and five parts of ethyl chloride. Pental is trimethylethylene, a colorless, inflammable fluid used as local anæsthetic in minor surgery and dentistry. Its dose is about 10 to 20 centigrammes. A series of cocaine salts has also been introduced. These are the benzoate, the lactate, the borate, the oleate, the carbolate, as well as the nitrate. Cocapryne is a mixture of one hundred parts of antipyrine and one part of cocaine. Cocaine chlorethyl is a 2 to 4 per cent. solution of cocaine hydrochlorate in ethyl chloride, which is used in sprays for local anæsthesia. Orthoform is used as a local anæsthetic, the effect usually being noticed within a few minutes and lasting on the average thirty hours. (This is a new variety of orthoform, meta-amido-para-oxybenzoic-acid-methylester.) Acoine has practically no advantages over cocaine. Eucaïne is not as strong as cocaine, but it is also less poisonous. Eucaïne *beta* is still less toxic than its namesake, and has been used with success in eye work. Tropococaine has been made from coca, as well as synthetically. It produces no dilatation of the pupil, is a prompt anæsthetic, and is not toxic. Holocaine is a product of the chemical union of phenacetine and phenetidine. One per cent. solutions have been used with success in eye practice, as it does not dilate the pupil and is not irritating. In conclusion, the author says that no new local anæsthetic can as yet claim to have fully replaced cocaine.

*Impregnated Surgical Dressings.* By Dr. A. Russov.

*Examination of White Precipitate in the Fourth Edition of the Ph. G.* By Dr. Karl Dieterich.—The new German Pharmacopœia does not require that white precipitate be fully soluble in nitric acid, but that it be completely soluble in dilute acetic acid on warming. The author examined many samples of this salt, and found that the majority were only partly soluble in dilute acetic acid in the proportions of 1:20, 1:50 and 1:100. The reason of this is that the commercial preparations were dried at a temperature higher than 30 degrees C. He found that if white precipitate be dried at higher temperatures it does not dissolve so readily as when dried at 30 degrees.

*Plasters and the Formula for Adhesive Plaster in the Fourth Edition of the German Pharmacopœia.* By A. Roos.—A criticism of some minor points connected with the chemistry of adhesive plaster.

#### Some Soda Water Syrups.

##### ORANGE PHOSPHATE.

Concentrated orange syrup.....	ozs. 8
Liquid acid phosphates.....	oz. ½
Simple syrup, enough to make.....	ozs. 32

##### LEMON PHOSPHATE.

Concentrated lemon syrup.....	ozs. 8
Liquid acid phosphates.....	oz. ½
Syrup, enough to make.....	ozs. 32

##### PINEAPPLE.

Pineapple juice.....	ozs. 8
Gum foam.....	drachm 1
Simple syrup, enough to make.....	ozs. 32

##### WILD CHERRY.

A very satisfactory syrup of wild cherry for fountain use can be made by following the U. S. P. formula and substituting water for the glycerin.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Salophen in Suspension.**—F. L. asks us to suggest the best way of filling the subjoined prescription:

Salophen ..... gr. xx  
Aque chloroforml. .... ʒi  
Aque, q. s. .... ʒii  
M.

Our correspondent says he has tried to effect solution of the salophen by using hot water, but the drug crystallizes out on cooling. He asks if it would be advisable to use acacia to keep the salophen in suspension.

Being quite insoluble in water, salophen is not well adapted for exhibition in aqueous mixtures, though if the patient is unable to swallow capsules or powders it might be dispensed in a thin mucilage of acacia or tragacanth. We think tragacanth would be most suitable. A few grains mixed with the salophen and distributed evenly with a few drops of alcohol before adding the water would exhibit it nicely in suspension. A "shake" label should, of course, be attached to the bottle.

**Cold Cream Formulas.**—R. N. R.—Formulas for cold creams will be found in a number of recent volumes. No collation of formulas has appeared in any single number. The index to Vol. XXXVII was printed in the AMERICAN DRUGGIST for December 24, 1900.

We note with thanks the information regarding our quotations for vanillin, and the correction suggested is made in this issue.

**The Pay of Pharmaceutical Chemists.**—G. D. M. asks: "What are the salaries paid to pharmaceutical and to analytical chemists? Which have the best opportunities for advancement: those who take a four years' course for the B. S. degree in general chemistry, or those who go in for the Ph.C. degree? Are there many openings in either branch, or is the profession already crowded? What line of chemistry seems to offer the best opportunities?"

It is difficult to give an answer to this query, which would be absolutely correct for all cases, since the questions of environment, previous training and inclination have some bearing upon the subject.

The questions propounded by our correspondent were referred to the Chief of the Division of Chemistry of the United States Department of Agriculture, who has kindly favored us with the following communication:

"The salaries of chemical positions in this Department range from \$2,500 down to persons working at \$40 per month, under the provision for scientific aids, who come to the Department from land-grant colleges receiving money from the National Government.

"The pay of pharmaceutical chemists you are perhaps as well able to judge of as we are. I may say, however, that I personally know of larger salaries than the maximum salary mentioned being paid in more than one instance in connection with manufacturing pharmaceutical establishments. On the other hand, analytical chemists, doing purely routine work, are, in many cases, working for \$60 a month or less. As you know, chemists in manufacturing establishments who have charge of processes, or the policy of the firm, often receive salaries of several thousand dollars per annum.

"Besides the positions in connection with educational institutions, it seems that perhaps the most attractive line of work for the chemical student at present is that of

chemical engineering, as the leading American colleges are perfecting their courses especially arranged for the training of chemical engineers.

"The majority of the chemists of the agricultural colleges and experiment stations receive less than \$2,500 per year."

**Cattle Dehorner.**—W. I. B. writes: "In reply to cattle dehorner query, where only a few calves are owned, the use of fused caustic potash will be found more economical and easy of application than the solution. The stub of horn is wetted with water and the stick of potash rubbed over the surface."

**Library Paste and Mucilage.**—O. J. writes: "Would you kindly publish formulas for manufacturing on a large scale white paste or cream mucilage for mounting photographs and general pasting; also a formula for a good adhesive mucilage with an agreeable scent superior to the mucilages that are put up in jars and bottles by several large firms, and sold at a reasonable price."

For good sticking qualities combined with economy of cost nothing answers so well for either paste or fluid mucilages as dextrin. The white, refined variety of gum should be used and the following formulas will yield satisfactory preparations:

### PASTE MUCILAGE.

White dextrin.....lbs. 5½  
Water, heated to 160° F.....gal. 1  
Oil of wintergreen.....dr. ½  
Oil of cloves.....dr. ½

Dissolve the dextrin in the hot water by rubbing it up in a heated mortar; cool slightly and incorporate the essentials oils by brisk stirring. Pour the paste into bottles or jars of suitable capacity, and after corking tightly place the containers away in a cool place (preferably in an ice box or cold cellar), where the paste may congeal and ripen. The time required for the ripening process, the observance of which is imperative for the production of a satisfactory paste, varies, but generally extends over a week or a fortnight, though the ripening may be hastened by placing the bottles in a cooling chamber in which the temperature is maintained at 40 to 45 degrees for several days.

### FLUID MUCILAGE.

Dextrin .....lb. 1  
Water .....ozs. 24  
Syrupy glucose.....ozs. 2  
Aluminum sulphate (not alum).....oz. 1

Mix the dextrin with the water, add the aluminum sulphate, and heat the mixture to near the boiling point, say 194 degrees F., when it will become transparent and thin. This mucilage does not require the addition of a preservative, and it may be perfumed with any suitable scent. Otto of rose is used in some fancy mucilages, and it has much to recommend it.

**Incompatibility of Potassium Bromide and Paraldehyde.**—Attention is called in one of our French exchanges to the incompatibility of potassium bromide and paraldehyde. When these two ingredients are mixed together in watery solution potassium bromate is formed.



**Precipitate in a Prescription.**—J. A. B. asks us to state the cause of the precipitation in the subjoined prescription:

Potass. brom.....3i  
Tinct. digitalis.....fl. 3i  
Spt. ammon. arom.....ad ʒiij  
M. ft. sol.

The precipitation in this mixture is due probably to the throwing out of solution of the salts. Our correspondent says nothing as to how he managed to effect a clear solution of the ingredients in the first instance, and we question very much whether this amount of potassium bromide could be dissolved in the aromatic spirit of ammonia. It impresses us more as a case of supersaturation than incompatibility.

**To Color Brass Green.**—O. B. E. asks us to publish a formula for coloring brass dark green, and to name a work containing descriptions of processes.

This is a process depending upon the formation of an acetate, carbonate or other green salt of copper on the surface of the metal. The effect may be obtained by steeping the metal for some days in strong solutions of salt or ammonium chloride, or by exposing it to the fumes of acetic or of hydrochloric acid. According as the metal is wet or dry, bright or tarnished when exposed, different effects are obtained. It is also recommended to plunge the metal in a 1 in 3 solution of iron chloride in water. The subject is treated in Dick's Encyclopædia, published by Dick & Fitzgerald, New York.

**"Liquid Sulphur."**—G. W. S. wishes to know the nature of the preparation sold by the manufacturers of different vapor bath cabinets under the name "Liquid Sulphur."

This consists usually of a solution of sulphurated potassa made by dissolving the salt in water in the proportion of one drachm of the former to each fluid ounce of the latter.

**Bedbug Destroyers.**—S. K.—The following are deemed effectual applications for the destruction of bedbugs and similar vermin:

## I.

Corrosive sublimate.....gr. 150  
Ammonium chloride.....gr. 300  
Decoction of quassia (about 1 in 20).....fl. oz. 32

Mix and dissolve.

## II.

Soft or green soap.....av. oz. 1  
Caustic soda.....gr. 60  
Water.....fl. oz. 14

## III.

Naphthalin.....av. oz. 3  
Benzin.....fl. oz. 30

This mixture may be used indiscriminately on bedding, furniture, textiles of all descriptions, wall paper, etc.

## IV.

Camphor.....av. oz. 2½  
Paraffin wax.....av. oz. 2½  
Cotton seed oil.....fl. oz. 5  
Benzin.....fl. oz. 25

## V.

Naphthalin, crude.....av. oz. 2  
Tobacco, cut (or Scotch snuff).....av. oz. 3  
Benzin.....fl. oz. 32  
Oil of mella.....enough to flavor.

Mix the naphthalin, tobacco and benzin, macerate for five days, agitating occasionally, decant the clear liquid, and flavor with the oil.

Powdered dalmatian insect flowers is the best powdered insecticide we know of, though a mixture of equal parts of this and powdered pellitory is often recommended.

**Honey, Tar and Gin.**—P. H. B. requests a formula for the compound known by this name.

The ingredients are as named, and the proportions usually taken are honey, 4 parts; tar, 1-10 part; gin, 8 parts.

## CORRESPONDENCE.

### Suggestions for the 1900 Pharmacopœia.

To the Editor of the AMERICAN DRUGGIST:

Sir,—It is to be hoped that the Committee on Revision of the United States Pharmacopœia has the authority to name the maximum doses of the more powerful drugs and preparations at least, if not all, as that was clearly intended by the majority of delegates at the Washington convention. There is no doubt that the pharmacists of this country will unanimously indorse the above. The physicians in attendance would also have approved if the subject had been properly presented. A statement of medium doses is no protection to any one. The public will suffer as much from this as will the pharmacist.

Dr. Gustavus D. Hinrichs, of St. Louis, has clearly shown that some attention ought to be paid to the atomic weights used in the Pharmacopœia. It is to be regretted that scientists differ in this matter, and that several circles have formed, each of which claim their figures to be correct, and the only ones that ought to be used. What will the committee do? The doctor's proposition is certainly practicable, and the most useful one to the dispensing pharmacist. There seems to be little sense in keeping to the small fractions. The allowance of a little variation as indicated by Dr. Hinrichs will not interfere with their application.

With tests it is just as with atomic weights. Name two or three that are known to be correct and easily applied. The majority of pharmacists will cheerfully approve them, and could then hold their own should they ever be placed in a position to defend themselves. With a dozen or more complex tests for each drug, any ordinary jack-leg lawyer can confuse and overthrow the testimony of even our best educated teachers in chemistry. This has been shown time and again. It is well to beware of too much theory.

Why was crude carbolic acid ever made official?

Why do we continue to adhere to both mercuric oxides, when it is known that they are identical, chemically and medicinally, and also physically when of the same degree of fineness?

Fluid extracts or tinctures from different parts of the same plant is certainly drawing it a little fine, and only gives opportunity for substitution.

Processes for making diluted hydrocyanic acid and solution of hydrogen dioxide ought to be omitted, because not in general use, or even practicable.

The process for making chlorine water will, no doubt, be improved so that a fresh and reliable article can be had at all times.

WM. MITTELBACH.

Boonville, Mo.

### THE BEST SHAMPOO.

Tincture of green soap.....pint 1  
Potassium carbonate.....oz. 1  
Water, enough to make.....gal. 1  
Perfume, a sufficient quantity.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

*The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.*

### FREAK SCHEME DESIRED.

**A** CORRESPONDENT asks for some novel feature that he can use in his newspaper ads to make them different, or to create comment. Before making any suggestions of the character asked for it may be well to make another, which is this: If our friend will take pains to observe the advertising of the large retail concerns of the country, those which have made large successes through advertising, he will notice that their advertising consists entirely of facts about their goods or service. This is commonly supposed to be something more than a mere coincidence.

But there are any number of things which can be done by those who feel that they cannot be satisfied without some sort of bizarre feature in their advertising.

Here are a few that are at present in operation: Wind up all references to any article or subject by some fictitious comment by a purely fictitious person. Use the same fictitious personality in all cases, and do not by any means disclose the fact that your straw individual is really straw. The theory is that people, not knowing this much quoted personage, will get interested and begin to inquire as to the identity and location of this elusive individual, and that this talk and inquiry are desirable. In practice the plan is something like this: Suppose you have been telling about your flavoring extracts, you finish by saying that Mrs. Marmaduke says they are by far the finest she had ever used. Or, if cough syrup be the theme, say that Mrs. Marmaduke will give her children nothing else, etc. It is obvious that in the selection of a name care to avoid taking that of some real individual must be exercised, or you may early run against some real trouble.

In another locality where the directory shows a list of several hundred Johnsons, Smiths and Joneses, an advertiser is constantly weaving them into his ads, declaring that this week he has secured the custom of two Johnsons, a Jones and a Smith, etc.

Ads are also made to appeal directly to the Browns one week, the Johnsons another, etc. The theory here seems to be that while the advertiser is having fun with these various respectable people, the rest of creation are looking on with great glee.

Still other method is to publish at the top of your ad each day or week some back-handed philosophy like Mark Twain's, "Be good, and you will be lonesome," making a local application whenever possible.

The merit of this idea seems to be that it requires somewhat of research on the part of the advertiser, and while it may be of no particular benefit to his business, it will be beneficial to him individually, and may give him the reputation of being a sapient soul—which is better than money any way.

### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to D. E. Hoagland, Cobleskill, N. Y.*

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### CRITICISM AND COMMENT.

The prize is awarded to Mr. Hoagland for the excellence of his store paper, the present issue of which (April) is devoted almost wholly to the advertising of his specialties. The paper is a large four-page one, illustrated in this instance by about fifteen half tones of packages of his special preparations.

#### Dangerous Medicine.

Headache medicines as a class are apt to be dangerous, it is such an easy way to make an instantaneous cure, simply put in a narcotic of some sort and you have one, but look out for the after effects, they are always bad and a great many times positively dangerous. We guarantee Hoagland's Headache cure to contain no harmful drugs and leave no bad after effects. For two years we have sold this preparation without a complaint, and the increasing demand proves we have a splendid formula. In boxes, 12 to a box, 25c. \$1.75 a hundred.

#### Masury's Liquid Paint.

Remember we sell the old reliable Masury's, the name is a guarantee of quality, and we would urge that you examine this paint before purchasing. We claim a pure Linseed oil paint with wearing qualities surpassed by none. Please examine the paint on the following buildings, which are covered with Masury's:

Farm buildings of R. T. LeFevre, painted eight years ago; buildings on grounds of Cobleskill Agriculture Society; dwelling of Chas. Rose on Elm St., painted 10 years ago, and dwelling of Chas. Hallenbeck, Grove Street.

#### Ruby Liniment.

The necessity for a thoroughly reliable liniment is felt in every family. Sprains, Bruises, Cuts, etc., always come without a moment's warning. The immediate application of a liniment in nearly all such cases will entirely remove the disease when if delayed oftentimes entails weeks and months of pain and disablement. The formula from which Ruby liniment is made was recently contested by an estate and the value placed upon it was \$1,000. Having compounded this liniment many times for the party selling it we are in possession of this valuable formula and offer it under the name of Ruby liniment, sold in a regular 50c. size bottle for 25c.

#### The Prize Advertisements.

The publication is marred by the very poor printing of these plates. The fault seems due to poor ink and unsuitable paper. At best very poor results will be had in attempting to print a fine mesh half tone on this kind of paper. If these plates were purchased for their present use, a mistake was made in not using a coated or highly calendered paper. The cost would have been increased, but the better results would have justified it. The ads are all plain, straightforward talks, well adapted to influence business. A few examples are shown. The heading, "Dangerous Medicine," is of doubtful utility used in

connection with a cut of Mr. Hoagland's remedy. The casual reader might get a wrong impression. "Harmless Headache Cure" would have been better. The idea of calling attention to the wearing qualities of the paint by mention of local examples is an especially good one.

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#### GOOD WORK.

Frank Christopher, North Lewisburg, Ohio, sends four excellent ads. Those for his cough cure are especially good, presenting effective arguments and emphasizing the guarantee. The ads, however, are a great deal better than they look. The display is poor, owing to the obsolete type employed. This advertiser could very profitably invest in some new and attractive type for his exclusive use. Mr. Christopher incloses a slip bearing the following matter in each package that leaves the store:

We were pleased to be favored with your patronage to-day, and we trust that everything you bought of us will prove satisfactory in every respect. If for any reason you are not satisfied with your purchase, we ask that you report the matter to us at once, that it may be adjusted to your entire satisfaction.

We want your trade and shall try to serve you well.

FRANK CHRISTOPHER.

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#### STUDYING THE MATTER.

##### EDITOR BUSINESS BUILDING:

Reading your ideas from time to time, and being interested in the subject, I venture to submit a few of our recent ads for criticism. The firm with which I am connected use mostly a ten inch space in daily and weekly.

I formerly changed the ten inch ad every two to four weeks. I then changed the plan by using five inch space, alternating ads every ten days or so with apparently better results. On special occasions I use the full ten inches. I also endeavor to have my window displays harmonize with the ads in papers. My experience leads me to believe that people nowadays are reading ads, and are looking for new articles of mdse. as well as news. I also notice the results are not always perceptible at once, but that weeks and months after I have patrons ask for articles advertised.

W. D. RICKER,  
with LEE & Osgood Co.

Norwich, Conn.

All of this advertising is better than the average, but a few slight changes of method will, I am sure, increase the results. Changes are not made often enough for a city the size of Norwich. Every day would be the ideal method. Once a week is the limit. If any subject requires presentation more than a week, a new phase of it should be given in a new ad. This sustains interest, cultivates a class of readers and reflects credit on the advertiser. Most of these ads are well displayed, but too much effort is made in writing. Results will be better if the effort to arrest attention is less apparent. For instance, the heading, "Picked Up in a Frozen Condition," is poor because it has no relation to the rest of the ad. "For Old Shavers" is better, because it fits the subject of shaving supplies. The heading, "House Cleaning Time" is a simple one, but is more suitable than some fanciful effort would have been. "Bird Seed" will do, but is hardly adequate, as the ad covers all bird supplies. "Bird Goods" or "Bird Needs" might have been better.

The probabilities are that a border would make these ads still more conspicuous.

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#### A SENSIBLE BOOKLET.

W. G. Young, Vandergrift, Pa., sends a neat booklet advertising freckle cure. It should be effective, because it contains those things that should be found in a circular of this class. It tells how freckles and tan come, tells

what this remedy is intended to do, how it does it, what it does not do and what it costs. The descriptive matter is followed by testimonials, and a forcible guarantee making, as a whole, a well rounded job. Some verbal changes could well be made, especially in a slip which accompanies the booklet. For instance, "You have Freckles, Tan or Sunburn; we don't." "We have Butela; but you don't," etc. "Haven't" should replace "don't." Or, "It will remove your tan and freckles—every one of them" (sic).

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#### PUT IN MORE BUSINESS.

Staton & Zoeler, Tarboro, N. C., send samples of a store paper they intend to issue for a year in an endeavor to determine the value of this sort of a medium. The method is all right; a paper as good as that sent is almost certain to pay if kept going. The only criticism that can be offered is that there is too much miscellaneous matter and too little advertising. This is due, doubtless, to a belief on the part of these advertisers that their paper must be made entertaining to be read. It is hard to find anything apt to be more interesting than talks about one's goods.

The column or two of household hints together with the time tables, etc., will be enough miscellaneous matter; the rest of the space can be safely devoted to pure advertising. In the December number, nothing more interesting could have been published than detailed information about goods suitable for gifts. People crave hints on gifts at that time, and this paper could have been filled solidly with them. Such important items as perfumes, cut glass bottles, pocket books, card cases, confectionery, cigars, get only a few lines of mention. Perfumes could with advantage have been given a column. Don't be backward about putting in plenty of pure advertising. Women read these papers largely, and ads will interest them more than jokes.

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#### What They Say.

##### EXTRACTS FROM DRUGGISTS' ADS.

To find a sponge that is good enough, large enough and low priced enough has puzzled many. Last week we went over our stock piece by piece, and made the price to conform with the quick selling value of each. Then we carefully bought the missing sizes. If you need a sponge now is a good time, our store is a good place. Hay's Pharmacy, Portland, Maine.

We have all the appliances which go toward taking off the burden of nursing and making the sick comfortable. The sick at all times should have the best attention. Many would avail themselves of the numerous conveniences we have here, but, for want of knowledge of them, do without. We shall be pleased at all times to explain how to make the sick "more comfortable" and show the "little helps" which lessen the work in the care of the sick.—Reid, Youmans & Cubit, New York.

Two years ago when Uncle Sam took his gun on his shoulder and started on a hunting trip it became necessary for us as well as nearly all business houses in the country to raise our prices in order to pay Uncle's fare. The fare has now been paid, and we will not have to lick revenue stamps much longer. We congratulate ourselves, therefore, that we are now prepared to offer our customers the following schedule of cut prices on patent medicines.—John R. Thompson, Allegheny, Pa.

"We are not in business just for to-day." Reason this out.—Kellogg & Co., New York.

## AMERICAN BUSINESS BUILDERS.

*In this number we add to our gallery of Successful Business Builders the portrait of B. P. Cooper, whose startling and original methods of advertising have made "Hyomei" a name known in the remotest corners of the United States. The views held by such a man as to the best methods of business building cannot be other than helpful, and we commend them to the careful attention of our readers.*

## Advertising Prerequisite to Success.

By B. P. COOPER,

Advertising Manager of the R. T. Booth Company.

**T**HERE are almost as many different methods of building up a business as there are different kinds of business, yet notwithstanding this, there are certain principles which must be applied to all or there is no possibility of permanent success in any trade. No man, whether professional or otherwise, can in this day



MR. COOPER.

and age hope for a successful business unless he advertises. Moreover, it is absolutely necessary that he should have unlimited confidence in himself and his business; must be thoroughly honest in all his dealings; must have perseverance, pride in his vocation, and the courage not only to face, but to fight against, opposition, discouragements and failures. Even with all these attributes, he cannot succeed unless he advertises, and without them, if he does advertise, cannot hope for any permanent success.

There was a time when a man could adopt a profession or enter some business, and by honest deal-

ings and hard work succeed, but that time has long since passed. He who does not advertise to-day must expect failure or live a hand to mouth existence.

When I say advertising, it does not necessarily mean to use newspapers or magazines, for there are a thousand and one different ways of forcing yourself, if a professional man, or your business, if a merchant, into the public notice.

## PROFESSIONAL ADVERTISING.

What gives one physician or surgeon prominence over another? Why, advertising. Professional men may hold up their hands in horror at such a suggestion, yet it is undoubtedly true. One performs a difficult operation or discovers a treatment which is a specific for some dangerous disease. He keeps this knowledge to himself. Another, after having performed the same operation or making the same discovery, reads a paper on the subject before his association. This is published as an article of interest in medical journals, copied from these into the daily papers, and his name and fame spread broadcast throughout the whole land. This means success, honor and wealth to the one who advertised his ability and knowledge, while the other, his equal, if not superior, in medicines or surgery, ekes out a miserable existence in some country town or city back street. This same condition exists in all professions and trades. Only those who make their ability, knowledge or business known to the public are successful.

I infer from the letter requesting me to prepare this contribution that these articles on business building are intended to benefit the retail drug trade, and I wish to say right here that you could not by any possible means do anything which would improve the present condition of the retail drug trade more than to teach them the art of business building, for there is not a profession or business in the world where so little heed is given to true business principles, or where the adoption of business methods would be so productive of good results.

## CHANGING CONDITIONS IN THE DRUG TRADE.

In past years the man who graduated in pharmacy could establish himself in almost any neighborhood and without any particular effort on his part, other than the labor required to wait upon his customers, build up a profitable business, but, as in all other trades, there has been a most radical change in methods during the past fifteen years, and, among them all, the retail druggist has been the slowest to accept the change. As a result, the great majority find themselves in an embarrassed condition financially, and their business gone to the dogs.

When I say that the condition of the retail drug trade to-day is due almost entirely to this neglect of the druggist to keep abreast of the times, I speak from a knowledge of the facts. Advertising, or failure to advertise, is the true cause of their troubles. Show me a prosperous druggist to-day, and I will show you a man who advertises his business successfully. Point out to me a man who cannot make both ends meet, and whose business is growing less and less each year, and I will show you a man who has not advertised at all, or who has advertised himself out of business. Let me explain.

## THE CUTTER AS AN ADVERTISER.

There isn't a successful cutter in the country who does not advertise—not only in the daily papers and street cars, but by price-lists, almanacs, directories, or something of the sort, and must do so in order to succeed. He might cut prices until doomsday, but would starve if he did not let the public know what he was doing.

Do you suppose that the dry-goods and department stores could have stolen the soap, perfume, toilet article and sundry business from the retail druggists by cutting prices alone? No. It was the advertising of such articles that brought this business to them, as it has to the cutter. Now, while this has been going on, the retailer has not made the slightest effort to save himself in a business way, and, even if he has done so, he has, in nine cases out of ten, adopted methods which further decreased his trade and drove it to the advertising cutter.

## THE EFFECT OF SUBSTITUTION.

Every time a druggist is obliged to inform a customer that he hasn't got the article called for in stock, he advertises to that customer that he is either careless in conducting his business, or that he hasn't sufficient capital to carry it on properly.

Every time he tells a customer that he can sell a cake of soap for 10 cents, which is better or as good as the one the customer asks for which costs 17 cents, he not only advertises to that customer that he is untruthful, but insults the intelligence of the customer as well.

Every time he spends from five to ten minutes in trying to substitute some article in place of the one called for, he advertises himself as a man who is dishonest, and willing to perjure himself for the few extra pennies which he makes on the transaction.

These are a few of the methods which have advertised many retailers out of business. It is the strangest thing in the world, but retail druggists seem to think that all are fools save themselves. They resort to tales and tricks which, if attempted by their own tailor, grocer or meat-man, would prevent any further business dealings between them, yet they try the same on their customers and expect them to succeed.

## BUSINESS WILL ALWAYS GO TO THE WIDE-AWAKE MAN.

It is to be hoped that this cutting evil will soon be done away with, and that the manufacturers of patent medicines can determine upon some plan which will prevent the dry-goods and department stores from handling medicines in any way, but—mark my words—if this cutting can be stopped and the dry-goods and department stores prevented from handling patent medicines, the same conditions will exist. The hustling, advertising druggist will keep the trade just the same as he holds it now, and the druggist who does not advertise will die of dry rot just as he is doing to-day.

You will hear hundreds of retailers exclaim, "I cannot afford to advertise," and I say there isn't one of them but what can do so and with profit to himself. He is not necessarily obliged to use the papers or street cars. His position is entirely different from that of the cutter, whose place of business is in the business portion of almost every city. You as a retailer have enough trade in your own neighborhood, if you can hold it, while he is obliged to draw his custom from all over the city, and therefore expend thousands of dollars in advertising where pennies will turn the trick for you.

I do not know of any better advertising than to keep what people want, no matter what it is, and never let your stock run out. Put in a single bottle of everything you see advertised. Do not wait for calls, have it on hand and fill the first de-

mand. Do this, and I will guarantee that you will be the best advertised druggist in your neighborhood inside of three months.

#### TRADE FOLLOWS THE GOODS.

The writer will never forget his first visit to Pittsburg, where he was sent to introduce a new patent medicine, a visit which showed him more plainly than words can express the effect of business principle applied to the retail drug business. Inside of six hours after our first ad appeared in the newspapers I received word from a retailer on the south side asking me to call. His first question was, "How do you sell your remedies?" I told him, and in ten minutes had his order for one-sixth of a dozen of each of the articles which we manufactured, total amount \$24.20.

Naturally I supposed he had received calls, a great number of them, but no—taking me into his storeroom he pointed to one side, and said: "There are about \$700 worth of preparations of which I shall not sell one bottle, and yet it is the cheapest line of advertising I have ever done; in fact, the only kind within the past eighteen years. I watch the papers daily, and the moment I see a new advertisement appear send in my order to the jobber for at least one-twelfth of a dozen of the preparation. What is the result? There are twenty-two other drug stores on this side of the river, and I can safely say that I do more business than half of them put together. Why? Because none of them ever order an article until they have had three or four calls, and invariably try and sell the customer something else which they have in stock, but the people want the article advertised, and walk down the street from store to store until they reach mine, where they always find it. They have done this so often during the past ten or twelve years that now they don't even waste their time by inquiring for a new preparation at the other stores, but come to me at once, not only for the newer articles, but to purchase others as well."

Later I found out that what this druggist said was true in every respect, as each proprietor of the twenty-two stores, when visited by me, gave the same answer to my question, "Have you stocked So and So's remedies?" "No, I have only had two or three calls, and always wait until I see whether the demand is going to be permanent before ordering."

Oh, that every retail druggist in this country might visit that one single street, and, by so doing, learn the true value of using business methods in conducting his own store. "I cannot afford to stock everything," hundreds will cry, but this statement is false. Take your pencil and paper for a moment and make up a list of every single proprietary medicine advertised. You will soon find that an investment of less than one hundred and fifty dollars will supply you with one-twelfth of a dozen of each and every one of them.

If your money is now invested in preparations put up by non-secret houses, pretended formulas of goods, reliable, well advertised patents, throw them out and order the genuine articles instead, for each one you sell as a substitute is a nail in the coffin of your business career.

#### LET THE DEAD PAST BURY ITS DEAD.

To those who bewail the loss of their business and sit behind their counters, waiting, waiting, for the old time prescription and tollet trade to return, we have this to say: They never will return. Carefully prepared statistics show that if all the prescriptions written in Boston, Philadelphia, New York, Baltimore and Washington were divided equally between the druggists in these cities, the average to each store each day would be four and two-thirds prescriptions. Take these at 50 cents each (which is an excessive price), and each druggist would have the munificent sum of two dollars per day with which to pay his help, rent and living expenses.

These same statistics show that 68 per cent. of all the drug business done to-day is in patent medicines. Now these are facts and figures which cannot be changed, and never will be changed, cut prices or no cut prices. If you do not get your share of this business you are done, and there is but one way of obtaining it, that is to advertise. If you haven't money enough to go into this extensively, just cover your own neighborhood. At an expense of three dollars every month you can place a small flyer in every house, setting forth the fact that the reader can obtain any and everything in the drug line at your store and at a reasonable price; that you never substitute or sell shop-worn or second-hand goods. The oftener you can repeat this, the better it will be for you. It is good advertising.

Let all physicians know that they get what is ordered in every one of their prescriptions, and that your drugs are always fresh and pure. It is good advertising. The knowledge among your neighbors that you are honest is good advertising.

Clean windows filled with the best advertised remedies, changed each week, is good advertising. The fact that you never try to persuade a person to buy something different from

what they want, is better advertising. In fact, there are hundreds of different ways and methods which cost you nothing except a little time, which are bound to improve your business. Get out among your neighbors, and take an interest in matters outside of your own store. It is good advertising.

All such methods are within the possibility of every druggist, and if you adopt them you need not fear that any down town cutter will steal your trade, no matter at what price he sells his goods.

#### NO HOPE IN PROFESSIONALISM.

There is, however, one thing that must be done before you can even hope for success. Get down from that professional pedestal on which you have been posing for years. The time has gone by when you can make a living as a professional man. The restoration of prices will not save you. No action of the manufacturers or State authorities can restore to you your lost trade. This must be done through your own efforts.

Conditions are such to-day that no professional or business man can succeed unless he advertises. If you accept these conditions, there is every possibility of your ultimate success, but in accepting them, remember that honesty, truth and perseverance are just as essential to your success as advertising. Combine them all and you need not fear for the future.

#### Uncle Sam Will Redeem Stamps.

The Internal Revenue Department has issued a statement relative to the redemption of proprietary stamps worded as follows:

All documentary and proprietary stamps in the hands of purchasers on and after July 1, 1901, will be redeemed by the Government under the provisions of the act of May 12, 1900. Such stamps should be presented for redemption by the owners thereof to the Collector of Internal Revenue from whom they were purchased, who will supply the applicant with necessary forms and instructions for the preparation of his claim. It is probable that regulations will be prepared and issued providing for the redemption of imprinted documentary stamps without requiring the destruction of the checks or drafts on which they are imprinted.

#### Bitter Experiences of a Naval Apothecary.

A well known graduate of the Philadelphia College of Pharmacy, who enlisted in the navy last June as a hospital steward, has a grievance, and it is likely that the matter will be brought up before those in authority, who may take some action on it. In a conversation the other day he said:

"The first surprise that I experienced after boarding the Wyandotte was when I discovered that there was no berth for the apothecary, and I was instructed to swing my hammock outside the galley. This was more surprising after I discovered that the ship's cook, ward room cook, captain's steward and yeoman each had a berth. As I ranked above them I was naturally indignant, and reported the matter to Commander Theodore I. Madge. I received no satisfaction and was forced to put up with this state of affairs while aboard.

"For nearly a month no medicines were distributed, and as a consequence I had scarcely anything to do. When we put to sea, however, Commander Madge came to me and said that no person on board was to receive medicine unless on an order from him. One day, as I was sitting on deck, the commander came to me and ordered me to go and scrape the deck. Naturally I objected to such a strange and unheard of order, and told him that my position exempted me from performing such labor. I even went so far as to show him the naval regulations on that point, but he exclaimed, 'I don't care what the naval regulations say; do as you're told!' As a consequence I was forced, under a broiling hot sun, to work for hours scraping the deck. I intended making a protest to Washington, but feeling certain that Commander Madge would not indorse a letter of that kind, desisted.

"On another occasion, while I was dressed in a white duck uniform, the commander came to me and asked how I felt. Replying that I felt in excellent condition, he thereupon ordered me to change my dress and get a shovel and assist coaling the ship. Again I protested, but, as in the former case, I was peremptorily ordered to do as I was told. Not satisfied with making me perform labors that were expected only from ordinary seamen, he forced me to stand watch on various occasions. While we were at sea I was practically used as a general utility man, and neither protests nor regulations seemed to have any effect on the commander, who issued orders to suit himself."



## THE "U. S. BOARD OF HEALTH."

### Certificates of Purity Made to Order.

Inquiries having reached us from some manufacturers of proprietary remedies as to the status of a certain "United States Board of Health," which has gratuitously undertaken the examination of their products and which, through a concern of advertising agents, was prepared "for a consideration" to make the report public, a reporter of the AMERICAN DRUGGIST was sent to the address of the "United States Board of Health" to make inquiries regarding the scheme.

In communications sent out by the firm of advertising agents, it is set forth that the "United States Board of Health" has a charter from the State of New York and a copyright from the United States. It is also set forth that the aforesaid board "is an independent, careful, amply capitalized corporation, working in the interests of the highest standards of purity in food, drink and medicine, and consistently urging the hygienic excellence of work and products which pertain to the public health." As to the advertising value of an indorsement by the United States Board of Health, it is shown in the communications of the advertising agent that such indorsements "will be made one of the main features in advertising at the Buffalo Exposition of a pure product known the world over as superior to its fellows."

The address of the interested advertising agents was given as No. 38 Park Row. An inquirer called there, but was unable to locate the "United States Board of Health" in the directory of the building. Inquiry of the janitor yielded the information that the advertising agents had offices on the sixth floor. The offices were tenanted by the advertising agent and one, "Edwin J. Crandall, attorney and counselor at law." In order to ascertain the workings of the United States Board of Health, it was necessary to resort to subterfuge, and the caller explained that he was about to place a tonic on the market and was seeking a means of impressing the public with the purity of the article.

"How did you happen to call on us?" asked the gentleman.

"It happened in this way, Mr. —, Mr. —"

"Crandall," said the gentleman.

"I saw the names of several very large concerns downstairs, but I was afraid that large concerns meant large prices, and as I wished to get the lower rates I purposely asked the janitor for the address of a smaller concern. Especially, too, as the matter is so far in the distance that I did not wish to be nailed down to any definite statements or promises."

"Well," and Mr. Crandall's voice took on a confidential tone, "I think you have come to the right place for your purpose. I am a lawyer myself, but we gentlemen have recently incorporated in this State a concern which is quite a novelty and which is recognized at Washington by proper copyrights. It is the United States Board of Health, Department of Laboratory Work and Analysis. It's a strange fact, but do you know there isn't one person in a hundred who knows that there isn't any such a board conducted by the Government. We take a preparation such as yours, have it analyzed by a chemist, and then it receives the indorsement of the United States Board of Health, which is most effective, as you can readily understand. How much were you thinking of spending on this advertising?"

The caller imagined that \$2,500 or \$3,000 would about cover what he was willing to invest, but he had not yet decided as to whether or not he would use the newspapers.

This brought out additional details from Mr. Crandall concerning the effectiveness and the wisdom of advertising by means of the United States Board of Health. He emphasized the fact that they would only indorse the manufactured article if it were worthy, and he explained that although the project was perfectly legitimate, was properly incorporated in the State, and all the reports were copyrighted at Washington, it was hardly advisable to spread the matter too broadcast. For that reason booklets and other methods of advertising were to be preferred to newspapers. They were now getting up a very handsome little booklet for the W. J. Lemp Brewing Co., of St. Louis, for their lager beer, and these booklets would be distributed at the Pan-American Exposition. Mr. Crandall gave a glowing description of the beauties of the typographical features of the booklets, and explained how the certificate would be printed on one page, a picture of the factory on another, etc.

"That is one thing we have to control," he said. "We must control all the printing in connection with the certificates from the board. We do that because we do not wish to be responsible for any misstatements whatever. Nor do we want the matter to become too common."

Mr. Crandall said he was not in a position to make any definite statements as to the cost of an "indorsement" from

the United States Board of Health. Neither did he seem to favor the suggestion that the advertiser use this "indorsement" or copy of the certificate as an advertisement in the newspapers. However, it was just possible that they could furnish a cut of the seal of the board for that purpose. Of course it would be understood that there would be more expense involved with this form of advertising than with the booklets.

To further emphasize the legitimacy of the new "Board," Mr. Crandall extracted from an inside pocket some interesting papers. One of these was the copyright of the "United States Board of Health, Department of Laboratory Work and Analysis, Report No. 120."

"Well," suggested his visitor, "the 'Board' hasn't done so badly, No. 120 already."

"Oh, well," laughed Mr. Crandall, "it wouldn't do to start too low, you know."

His caller suggested that of course they had some prominent chemist to whom they always submitted the articles to be analyzed and indorsed.

"Oh, no," said Mr. Crandall, "any chemist will do. There is no necessity for going to any great expense in a matter of that kind; one chemist is as good as another. We have a druggist out in New Jersey, an old man who knows his business. That's all that is necessary. What's the use of these big names in a matter of this kind. It's the 'United States Board of Health' that gives weight to the advertisement."

"Do you name all the ingredients of the article in your printed analysis and indorsement?" asked the visitor.

"No, that's hardly necessary, again. All we tell is that it is absolutely pure. Of course you know it hasn't got to be absolutely pure. None of those things ever are. But so long as it isn't absolutely harmful, why, I guess that'll do. You see we couldn't afford to indorse anything that might afterward bring discredit upon us."

Mr. Crandall urged upon his visitor the necessity of haste in getting some samples of the compound ready for use, as he thought it would be a good advertising scheme to place them upon exhibition at the Pan-American Exposition, and distribute booklets with the "indorsement."

### Maine Association Offers Prizes for Papers.

The next annual meeting of the Maine Pharmaceutical Association will be held in Portland, July 9, 10 and 11, 1901. A prize of \$20 will be given for the best paper on either of the following subjects, \$15 for the second, \$10 for the third and \$5 for the fourth:

Drug store finance.

The village store versus the city store.

Domestic remedies, their preparation, advertising, etc.

Our customers. How shall we treat them so as to increase their number?

Shall the next Pharmacopoeia contain the dosage of its drugs and preparation?

Is the present process for the assay of opium satisfactory; if not, what are its difficulties, and how can they be remedied? Cinchona; history; methods of cultivation and collection; products or alkaloids.

Discussion of preservatives for perishable galenical preparations.

Advantages and disadvantages of a National Board for Registration.

Why should not the Maine Board of Pharmacy include in its examinations practical laboratory work?

### Pharmacy in Prussia.

The Kaiser has signed a decree by which every Prussian province is to have a Chamber of Pharmacists (Apothekerkammer). It will consist of a representative and his substitute for every 40 pharmacists—certificated principals and assistants—who have a right to vote. No chamber will consist of less than six persons, and their duties will be to uphold the interests of pharmacists, and the watching of matters dealing with pharmacy and the supply of drugs, etc. The chamber is elected for three years, and it will have the right of suspending any of its constituents either temporarily or permanently who have been adjudged guilty of misconduct. Representing the whole of the chambers at Berlin will be the Apothekerkammer-ausschuss—the Chamber of Pharmacists Committee—consisting of one delegate and his substitute from each of the local chambers. This committee will transmit to the Minister of Medical Affairs the requests and opinions of the lower bodies. Medical practitioners in Prussia are organized on the same plan as this, and the pharmacists have for many years been agitating for something of the sort.

## THE NEW JERSEY ASSOCIATION.

**Thirty-first Annual Meeting is Held at Trenton—The Association Finds a Scholarship—Animated Discussion of the Delegate Question—Ex-President Alpers Explains Where Drugs Are Grown and How They Are Gathered—Increased Interest in Scientific Papers—Mr. Alpers Offers Resolutions Commending the N. A. R. D.**

THE thirty-first annual meeting of the New Jersey Pharmaceutical Association opened in a breezy way at the Trenton House, Trenton, on Wednesday morning, May 22, with an animated discussion concerning the establishment by the association of a scholarship in the New Jersey College of Pharmacy, all apparently agreeing as to the desirability of establishing a scholarship, but differing as to whether it should be a scholarship in the New Jersey College or whether the choice of the college should be left to the student winning the scholarship. The advocates of the New Jersey College carried their point.

The proceedings were further enlivened by an animated discussion of the delegate question. The statements made as to the action taken at the Asbury Park meeting were irreconcilable. Chas. Holzhauer submitted resolutions looking toward a restoration of the cordial relations heretofore existing between the New Jersey and the New York associations. The situation was further cleared up by a statement by the former president, W. C. Alpers, to the effect that he made an error in ruling as out of order the motion of Dr. Brundage that the delegates be allowed to participate in debate, for he made that ruling while under the impression that Dr. Brundage was not a member, but only a delegate. He made this ruling as the kindest way to dispose of the motion without calling Dr. Brundage to order personally. Had the ruling been questioned, he would have stated his grounds at the time. Mr. Holzhauer said that since no delegate or alternate from the New York Association presented any credentials, none was officially present, and the statements made in the proceedings of the New York State Pharmaceutical Association by an alternate were not correct. That alternate, Mr. Tuthill, did not present himself officially at all, and was not present at the session at which the action had been taken regarding the privileges of the floor. Just here the debate was decidedly acrimonious, Mr. Holzhauer being the leader on one side and Mr. Cole and Mr. Gallagher leading the other. The latter desired to ignore the past and frankly ask for a renewal of fraternal relations. Mr. Holzhauer wished to accomplish the same purpose and at the same time "save the face" of the organization, and the latter plan won by a narrow majority—six in a vote of forty-six.

## THE PROCEEDINGS.

About sixty members of the association convened in the colonial room of the Trenton House, Trenton, N. J., and were called to order by the president, Stephen D. Woolley, of Ocean Grove, at 10.20 o'clock, on Wednesday morning, May 22. After an invocation by Rev. Charles H. Elder, Ira Wells Wood was introduced, and speaking for the mayor, welcomed the members of the association to the city, a welcome which was responded to by Geo. H. White, of Jersey City.

Vice-President Foulke taking the chair, President Woolley delivered his address, which was referred to a committee composed of Messrs. Gallagher, Parlsen and Holzhauer. The nature of the recommendations made by the president is shown in the report of the committee, which appears further on.

The reports of the secretary and of the treasurer were read and approved, as was also the report of the State Board of Pharmacy, which showed receipts of \$1,357.50 and expenditures of \$1,233.48, the balance, \$121.04, having been turned over to the State Association.

The president announced the following committees: On nominations, Messrs. Laird, White, Ryerson, W. T. Brown and C. P. Smith; on place of meeting, Messrs. Bye, Cox and Strauss.

Communications were presented from Dr. Payne and from the Louisiana Pharmaceutical Association on the status of the pharmacists in the U. S. service; from Dr. Whelpley concern-

ing the St. Louis meeting of the A. Ph. A., and from Prof. Kraemer regarding the Proctor memorial.

A communication from the Massachusetts Association transmitting the resolutions adopted by that association approving of the Worcester plan was received and referred to the Trade Interests Committee.

Mr. Alpers moved that the privileges of the floor be extended to all duly accredited delegates, which was carried.

C. W. Menk, of Newark, speaking as a delegate from the New Jersey College of Pharmacy, suggested that the association found and maintain a scholarship in the college, and J. C. Gallagher, of Jersey City, made a motion to that effect. This motion precipitated a very animated discussion, in the course of which the fact was developed that the annual cost of such a scholarship would be \$170. The debate was exceedingly lively for a time, but the New Jersey College eventually won its point by the adoption of an amendment proposed by Mr. Cole to the effect that a committee be appointed to devise ways and means for carrying into effect the suggestion of the delegate from the college, Messrs. Prickett, of Mt. Holly; Campbell, of Milburn, and Cole, of Jersey City, being appointed such a committee.

On convening for the second session at 2.30 in the afternoon the president announced as a committee on the Proctor Memorial Messrs. Holzhauer, Alpers and Beringer. The reports of delegates being called for, W. R. Laird, of Jersey City, reported that he had been most cordially received at the meeting of the New York State Pharmaceutical Association as a delegate from the New Jersey Association, and accorded the full privileges of the floor. He had heard the reports made by the delegates from New York State as to discourteous treatment at the hands of the New Jersey Association, and he had assured the members that no discourtesy could have been intended by the pharmacists of New Jersey to those of a sister State.

Charles Holzhauer said that he was surprised to find such a difference between the words used by Mr. Laird to-day and those attributed to him in the report of the proceedings of the New York State Pharmaceutical Association; and he then proceeded to read aloud from the official report of the proceedings that portion bearing upon the character of the treatment accorded the delegates from New York State by the New Jersey Association. He said that the statements made before the New York Association were not in accord with the facts. That in point of fact, while the credentials of the New York delegate had been received at Asbury Park, the delegate himself, Mr. Paradis, was not present, but delegated Mr. Tuthill to act for him. This alternate was never officially present, as he did not arrive until in the afternoon after the incident occurred regarding the delegates, and he did not then nor at any time present himself for official recognition as a delegate or alternate from the State of New York. He denied that the privileges of the floor had been denied to the delegates, but stated that they had been expressly extenuated by the presiding officer, and that it was only an abuse of those privileges which the association had been desirous of guarding against, and called for the reading of that portion of the proceedings of the New Jersey Association which covered the incident. He thereupon offered the following preamble and resolutions:

Whereas, It has come to the notice of this association, through the pharmaceutical press and the proceedings of the New York State Pharmaceutical Association, that that association has resolved that no delegates be sent to this association in the future, because of discourteous reception of its delegates, and as it does not appear that the New York Association was represented by any delegate, either principal or alternate, at our last meeting, therefore be it

Resolved, That we regret exceedingly that the pleasant relations existing between the two associations for so long a time should be broken, particularly as we believe that the facts in the case do not warrant the conclusions; be it further

Resolved, That we hope that some way may be found to re-establish the former pleasant relations; and

Resolved, That the secretary be instructed to transmit a copy of these resolutions to the New York State Pharmaceutical Association, and that the president be authorized to take any action that may be necessary to carry out the spirit of these resolutions should the opportunity offer.

W. C. Alpers, in seconding the resolutions, said that he spoke as a member of the New York State Pharmaceutical Association, as a delegate, and lastly as the officer presiding at the period referred to. He said that his rulings were right, and that in the same circumstances he would again make the same ruling. He had in his hand a letter from Mr. Tuthill, the alternate from New York, stating that he had not arrived at the New Jersey meeting until the afternoon. He was not present

when the New York State delegates were called for. As to the remarks made before the New York Association by a member [Mr. Anderson] who was not a delegate to the New Jersey Association from that body, and who had said that the president of the New Jersey Association had not a drop of Jersey blood in his veins, he wished to say that such a reference appeared with very bad grace in an association presided over by a German, who was succeeded by another German. Mr. Anderson's remarks were characterized by Mr. Alpers as the "silly and ridiculous eudations of a shallow mind."

#### MR. ALPERS APOLOGIZES.

When the question of granting the delegates the privileges of the floor was under discussion last year Dr. Brundage had moved that the delegates be granted the right to participate in the discussions. Mr. Alpers explained that he had ruled Dr. Brundage's motion as being out of order, on the ground that Dr. Brundage was a delegate and not a member, and therefore had no right to present a motion. He had, since the meeting, learned that Dr. Brundage was a member of the New Jersey Association, and he now wished to apologize for the ruling, which at that time seemed to him to be the best way of sparing Dr. Brundage's feelings. Had the reason for the ruling been called into question at that time the matter would have been cleared up then.

Mr. Alpers also said that some of the delegates who had stated that they left in disgust because of the discourteous treatment received had told him before the meeting that they only proposed to stay for part of a day, and expected to take the next train home.

J. C. Gallagher, of Jersey City, said that he felt sure that there was no disposition on the part of the New York State Association to hold aloof, and he offered an amendment to Mr. Holzhauser's resolution, simply ignoring the past and recording the desire of the New Jersey Association to resume cordial relations with that of New York State. As to Professor Anderson, he had himself prevailed upon him to wait over a while hoping that he might be given an opportunity to appear before the association.

Mr. Holzhauser objected to the amendment as placing the association in a humiliating position.

Mr. Cole, of Jersey City, objected to the phraseology of the Holzhauser resolution as calculated to defeat the very object aimed at, for it endeavored to upset the records of the two associations. No doubt the offended delegates from New York had friends in that association who would resent the light in which Mr. Holzhauser's resolution placed them.

Mr. Gallagher moved to substitute his amendment, but the motion was defeated, no division being called for. Mr. Holzhauser's resolution was then adopted by a vote of 26 to 20.

The report of the Legislative Committee was submitted by Henry A. Jorden, of Bridgeton, and of the Committee on Trade Interests by L. L. Staehle, of Newark. The latter report showed a rapid growth in the number and efficacy of local organizations throughout the State, and a general improvement as a consequence of these organizations.

Mr. Alpers reported that the Committee on Pharmacopœial Revision had submitted reports to the secretary of the general Committee of Revision through the president. Professor Hommel, a member of that committee, said that for some reason the chairman had instituted divorce proceedings against the committee, making it necessary for each individual member to submit a separate report. Mr. Alpers explained that one member had declined to act, while the lists of additions and deletions proposed by each of the other two were so irreconcilably at variance that he had thought it wisest to submit both.

Chas. Leedom, a delegate from the Philadelphia Association of Retail Druggists, made some remarks favoring the Worcester plan, and urging the New Jersey Association to support it.

#### TO ESTABLISH A SCHOLARSHIP.

Dr. Prickett, of Mt. Holly, submitted a report recommending that the association establish a scholarship in the New Jersey College of Pharmacy to be awarded on competitive examinations, and that funds be raised by solicitation of one-dollar contributions. The report was adopted.

F. B. Kilmer, of New Brunswick, exhibited a number of interesting lantern-slides, illustrating the growth, collection and sale of drugs. One of the views included "Tom Tiddler's Ground," which is now a lavender field, while the grave of Richard Baxter is covered by elaterium. Many of the views were taken on the Allen drug farm in England.

Papers by Prof. P. C. Hommel on cotton seed oil, on deodorized alcohol and on condurango were presented, as were papers on anisated solution of ammonia, by Geo. A. Parisen and F. G. Thoman, and a brief note on the elevation of pharmacy by C. J. Schudde.

H. J. Lohmann, of Jersey City, presented a paper on a new alkaloid, isolated by himself from the Collinsonia.

The third session was opened by a discussion of proposed changes in the constitution and by-laws. The proposed changes in the by-laws will permit of the holding of the meetings in either April, May or June, instead of in May only as now prescribed. The changes in the constitution falling unanimous consent, were laid over for a year.

#### REPORT ON THE PRESIDENT'S ADDRESS.

The following report was submitted by J. C. Gallagher, as chairman of the committee on the president's address and on the secretary's report:

I. The recommendation of the president that three days' sessions be held should, we think, be left to the discretion of the local committee.

II. The committee recommends that the appropriation for the local committee be reduced from \$100 to \$50 annually.

III. The committee finds that the Executive Committee, together with the treasurer, may be intrusted with the task of investing the balance on hand in such a manner as to secure the maximum returns with the minimum risk.

IV. The recommendation of the secretary regarding the early issue of the proceedings, we would recommend (a) that the president presiding at the meeting appoint the Publication Committee of five at the first session of the meeting; (b) the president and secretary to be members of the committee.

The recommendations were adopted as read.

Atlantic City was selected as the

#### NEXT PLACE OF MEETING.

Jas. C. Foulke submitted the report of the Executive Committee, showing a balance on hand of \$3,094.65, and recommending the election of twenty applicants for membership. Objections being raised to the election of one of the applicants on the ground that while he had passed the board he was by trade a barber and was practicing on a diploma of a college of midwifery, his name was withdrawn by the committee and the remaining nineteen elected to membership.

#### THE NEW OFFICERS.

The names of G. A. Parisen, H. H. Deakyne and Geo. M. Beringer were selected to be placed before the Governor to fill the next vacancy occurring in the Board of Pharmacy. The Nominating Committee proposed the following nominations: For president, L. L. Staehle, Newark; first vice-president, H. J. Lohmann, Jersey City; second vice-president, George S. Campbell, Milburn; secretary, Frank C. Stutzlen, Elizabeth; treasurer, James C. Field, Somerville; Executive Committee, H. J. Lohmann, S. V. Wooley, G. H. Horning, H. H. Deakyne and H. M. Smith; Legislative Committee, Henry Thorn, Geo. Fitzgeorge, and the members of the Board of Pharmacy. Mr. Staehle withdrawing his name, that of James Foulke, Jersey City, was placed in nomination for the presidency, and with this change the entire ticket was elected.

#### MR. ALPERS AS CHAMPION OF THE N. A. R. D.

W. C. Alpers moved the adoption of the following preamble and resolutions, which was agreed to:

Whereas, At the 30th annual meeting of the N. J. S. P. A. its president was empowered to name a committee of three members in each county of the State whose duty it would be to form local county organizations to affiliate and further the policies and plans of the N. A. R. D.; and

Whereas, Such committees have done most excellent work along these lines, thus bringing about gratifying results for the success of the N. A. R. D. plan in this State; and

Whereas, Credit has been reflected on this organization by the labors of these committees, and a majority of the association's members has benefited by the N. A. R. D., the objects and aim of which are to cultivate and advance the commercial standard of pharmacy, therefore be it

Resolved, That this association approve of the work accomplished by these committees, and hereby empower the president of the association to continue the county committees for another year.

The president announced the names of the Committee on Publication, the usual votes of thanks were passed, and the thirty-first annual meeting of the New Jersey Pharmaceutical Association came to a close.

#### THE ENTERTAINMENT.

The ladies, accompanied by a few gentlemen of the association, took a trolley ride to Princeton University on Wednesday afternoon, and devoted Thursday morning to a visit to the ceramic works and to the State Penitentiary. On Wednesday evening a banquet was served in the main dining room of the

Trenton House, after which a reception took place in the colonial room, followed by informal dancing, all of which were greatly enjoyed by those participating.

### Objectionable Legislation in Illinois—A Reply.

In the AMERICAN DRUGGIST for May 13, on page 262, we printed, under the erroneous heading, "Objectionable Legislation in Missouri," a protest against the passage of a bill introduced recently in the Illinois State Legislature, over the signature of Charles E. Marble, manager of the advertising department of the Liquid Carbonic Acid Manufacturing Co., and we are now in receipt of a communication from the L. A. Becker Co., of Chicago, in which exception is taken to some of the statements made by Mr. Marble. It is shown that the bill in question requires no defense, and regardless of many outspoken and implied insinuations, the L. A. Becker Co. have never appeared from any standpoint as its defender. Commenting upon one statement in Mr. Marble's communication, Mr. Becker, president of the L. A. Becker Co., suggests a wager of \$1,000, the winnings to be given to charity, based on the proposition that if there are "six leading druggists in Chicago" using block tin syrup containers, no manufacturer will be able to persuade such druggists to publicly advertise the fact to consumers.

## GREATER NEW YORK.

H. B. Platt, of Platt's Chlorides, will spend the summer months at Bay Shore, L. I.

New York City wholesale drug houses were prominent among the subscribers to the Jacksonville Relief Fund.

M. J. Breitenbach, of the M. J. Breitenbach Co., has recently moved into the beautiful house built to his order and plans at Madison avenue and Eighty-sixth street.

H. B. Harding, of the Humphreys' Medicine Co., sailed for Europe on May 22 on the "Oceanic." He was accompanied by his daughter and will be absent a couple of months.

A. H. Kennedy and Wm. A. Demorest, of Charles N. Crittenton & Co., were, at the recent annual meeting of the Kress & Owen Co., elected members of the Board of Directors.

Martin H. Smith, president of the Martin H. Smith Co., contemplates a trip to Europe in June. The tour will be an extended one, Mr. Smith intending to make long stays in the Latin countries.

A recent visitor from abroad is Otto Ziegele, of Ziegele, Schneidt & Co., Mincing Lane, London. Mr. Ziegele is here for a two weeks' stay and the trade is making him welcome. He returns to England about June 1.

The success of the Drug Trade Club should be a source of great gratification not alone to the members, but to the trade as well. Besides having its full quota of 300, there is now noted a waiting list of 12 to 16, an index of the worth of the institution.

The unseasonable May weather may have injured the department store trade and other lines of industry, but it has meant good business for the druggists. Local retailers usually notice a great falling off in receipts during May, but this was not the case this year.

Wm. A. Robinson, of the Robinson-Pettit Drug Co., Louisville, Ky., sailed on a trip to Mediterranean ports on the North German Lloyd steamship recently. He was accompanied by his wife, and plans to leave England on the return trip on a White Star steamer about August 24.

George Gregorius, president of the New York Consolidated Drug Co., and a widely known member of the New York German Apothecaries' Society, sustained an accident recently by falling in alighting from a cable car, but his friends will be glad to learn that his condition is now much improved.

Arthur E. Galtano, pharmacist of 343 Smith street, Brooklyn, was to have married the Countess Ermelinda Califano, of Italy, on the 15th inst., but the mother of the Countess fell ill and the latter was suddenly recalled home. It is expected she will return next month, when the wedding will take place.

The dinner of the Wholesale Drug Trade Bowling Association took place at the Drug Trade Club on Thursday evening May 23. There was an excellent musical performance and

a large attendance. Of the houses represented that of the winning team, Seabury & Johnson, was in greatest evidence.

Among recent visitors to the city were Dr. John H. Bird, of Chicago, who was formerly connected with the New York office of Parke, Davis & Co.; W. B. Mason, wholesale drug merchant, of St. Ann's Hill, Leeds, England; Fred. W. Sultan, Sultan Drug Co., St. Louis; William Loving, of the C. D. Smith Drug Co., St. Joseph, Mo.; Mr. Boyken, G. Leipnitz & Co., San Francisco; Vice-President Charles West and Charles C. Goodwin, of the Eastern Drug Co., Boston; Charles Snow, of C. W. Snow & Co., Syracuse, N. Y.

The sympathy of the trade has gone out in great measure to Major James B. Horner, the well-known essential oil dealer of No. 3 Platt street, whose son, James B. Horner, died on May 21 of scarlet fever at his home in this city. "Little Jimmie," as he was affectionately termed by the trade, had just attained his majority, and had been on the road for his father, with whom he was associated.

The annual meeting of the Connecticut State Pharmaceutical Association will take place at the Branford Point House, in New Haven, June 11 and 12, and Col. John W. Lowe, the local secretary, is sparing no effort to make it a success in every way. Tuesday, June 11, the first day, will be given up to the reception of delegates and the annual business meeting, while Wednesday will be given over to social features.

Few people have any idea of the ease with which Brent Good, the well-known savant of Murray street, can handle the elusive shark or whale when he gets one on the end of a hook. There are stories of boxes of certain globules being thrown into the water first to relieve the monsters of the deep of any temporary indigestion after swallowing the bait, and that these make them helpless—but the rumors are not generally credited. The following from a Florida newspaper tells of Mr. Good's latest exploit: "Brent Good landed his fourth shark, a hammer head, this afternoon. It measured 10 feet 8 inches, and weighing 700 pounds. It was the largest caught this season. He had folded his tent and tackle to leave for the North, but having a few hours on his hands before the train left thought he would have another try, and in less than thirty minutes had the scavenger of the ocean on the beach. Mr. Good is having the head mounted to place in his office, with a photo of the monster, so that he will be secure from the usual comments and has a truthful fish story."

S. V. B. Swann, New York City member of the Transportation Committee of the State Pharmaceutical Association, has issued a circular to the members calling attention to the superior advantages of the Lackawanna Railroad as a route for delegates to the annual meeting of the association, which will be held in Buffalo, June 4 to 8. A special train will leave New York on Monday, June 3, at 9 a. m., arriving in Buffalo before dark. The start can be made from either the Barclay street ferry, Christopher street ferry, or Hoboken station. A rate of a fare and one-third has been made for the round trip, delegates paying full fare going and one-third fare returning, representing a rate of \$10.70 for the round trip ticket. A similar concession has been made by all the railroad lines running into Buffalo, and for those who intend to visit the exposition city during the annual meeting of the State Pharmaceutical Association, and who may be unable to leave on Monday, June 3, it may be stated that the different lines have a \$9.00 excursion rate which is good on Tuesdays only, and admits of a five days' stay in Buffalo. The various lines are: Lehigh Valley, Erie, New York Central, Ontario & Western, Lackawanna and the West Shore. On the Ontario & Western there is a reclining chair car in addition to the regular coaches.

A big gray tomcat of unknown pedigree and ownership played the role of the bull in a china shop in the prescription department of Fred. A. Pollard's drug store, at Monticello and Jewett avenues, Jersey City, on the 13th inst. Entering by a rear window it landed among a lot of bottles and scattered them over the floor. The cat attempted to make a hurried escape, but fell short of the window sill and toppled over a five-pound bottle of hydrochloric acid, which dropped on a big bottle of ammonia water. The cat fell at the same time, and as the bottle smashed on the tile floor it received a bath of acid and ammonia. The effect was galvanic. The cat fairly sailed about the room, lighting for a second on a shelf, then sailing to the top of a case, and every time he took a flying leap a number of bottles crashed to the floor. In its wake it left a wreckage of smashed bottles of cologne, acids, tinctures, soda syrups, etc. After butting his head against the wall many times, and taking a score or more trips through the acid and ammonia, the cat succeeded in getting out of the window, and the last seen of the animal it was going down Jewett ave-

nue like a miniature steam engine at full speed, leaving a trail of smoke and steam, and about three times the size of an ordinary cat. The cat's informal visit cost Mr. Pollard about \$25. We are indebted for our particulars of the cat's rampage to George J. Seabury.

### The Manhattan Meeting.

A regular meeting of the Manhattan Pharmaceutical Association was held at the College of Pharmacy, on Monday evening, May 20, at which reports were presented by several standing committees, George E. Schweinfurth reporting in particular for the special committee on N. A. R. D. matters. He stated that numerous meetings had been held and the district leaders were assisting in the work of the Executive Committee. Considering how inadequately the city is organized, the results accomplished were satisfactory. The Entertainment Committee reported that arrangements had been made for an outing to be held at Donnelly's Park, at College Point, on July 3. New members were elected as follows: Edward Huth, E. Ettinger, E. D. Paxson. G. H. Hitchcock offered the following resolution, which was adopted, and on motion of R. R. Smith a copy was ordered transmitted to the president of the New York State Pharmaceutical Association, with the request to present the matter in his annual address:

Whereas, The Manhattan Pharmaceutical Association, believing that pharmacy should be recognized as a profession, and further believing that the present is an opportune time to bring the subject before the pharmacists of our State, it is therefore

Resolved, That the Manhattan Pharmaceutical Association recommends that such laws be placed upon our statute books, at as early a date and to take effect as soon as possible, as will raise the standard of the pharmacist to that point where he must be recognized in all walks of life as a professional man.

And it is

Resolved, That the laws governing the practice of medicine be considered in framing a law for the pharmacist, particularly as regards the educational qualifications before entering a college, the necessary College of Pharmacy diploma before taking the State examination, and the appointment of the State examiners.

And it is further

Resolved, That a copy of these resolutions be presented at the State Pharmaceutical Association meeting, which is held in Buffalo on June 4 to 8, 1901, inclusive, with a request that favorable action be taken on them.

The meeting adjourned at 10.30.

### Brooklyn College of Pharmacy.

The tenth annual commencement of the Brooklyn College of Pharmacy was held at the Academy of Music, Montague street, Brooklyn, on May 16. Prof. E. H. Bartley, Dean of the college, presided. Dr. John F. Golding, secretary of the faculty, read the list of successful students. The address to the graduates was made by the Rev. A. Stewart Walsh, who took the place of the Rev. Dr. Lindsay Parker, who was in Albany with the Twenty-third Regiment. The exercises of the evening were varied by musical selections and vaudeville performances.

The gold medal awarded to the senior student having the highest general standing in the year's work and final examination was presented to Walter F. Wallace.

The silver medal awarded to the junior student having the highest general standing in the year's work and final examination was bestowed on August H. Huether.

The pharmacy medal for the highest general standing in the year's work and final examinations in theory and practice of pharmacy was awarded to Samuel Holzman of the senior class.

The alumni prize, a microscope, was awarded to the senior student passing the best final examination, not receiving other prize, fell to Donald B. Sterritt.

The names of the graduates in pharmacy are: Frank Balzhiser, Fernando E. V. Brandenburg, Joseph Brezufskey, John W. P. Bruckman, Geo. W. Conklin, Walter W. Darling, Sam'l Falk, Geo. B. Geiger, St. Peter G. Grlinger, Adolph G. Goelz, Sam'l Holzman, Ralph F. Harloe, Joseph J. Huether, Louis J. Jacoby, Wm. Kaiser, Miss Rosie Karp, Isaac Leaf, Geo. A. Lewis, Sam'l Lewis, Morris Leibowich, Ernest H. Licht, Clarence J. Reed, Thomas J. Rees, Geo. H. Reither, Rob't E. Riley, Frederick W. Schlagenhauf, John F. Schoenewald, Millard F. Scott, Wm. Schroeder, Jr., Philip Shappiro, Matthew Soroch,

Donald B. Sterritt, Edwin C. Talber, Walter S. Wallace, Wm. H. Weygandt, Max Wolfram, Jr.

The following under-age graduates received certificates: Francis M. Byrne, Herman Croll, Wm. R. Dillman, Frank F. Douden, Chas. G. Geffen, Miss Frances Grant, Wm. C. Haupt, Edward Hoffmann, Louis Maulkin, Peter Ullrich, Eugene R. Walsh, Walter S. Welton, Frederick J. Wierichs.

The degree of doctor of pharmacy was conferred upon the following: Edward Kleine, Miss Flora C. Fuhs, Nathaniel I. Gillman, Adolph D. Linderman, Chas. Menkes, Isadore Neustaedter.

Prof. E. H. Bartley, on behalf of the Board of Trustees, read the roll of honor, comprising the following senior and junior students standing highest in their class:

Senior Class.—John W. P. Bruckman, Geo. W. Conklin, Walter W. Darling, Sam'l Holzman, Sam'l Lewis, Clarence J. Reed, Donald B. Sterritt, Walter S. Wallace, Max Wolfram, Jr.

Junior Class.—Miss Emma Chess, Joseph S. Gutkin, John R. Hatten, Joseph A. Herzenberg, Chas. Horin, August H. Huether, James J. Kolb, Fred S. Porter, Solomon Stile.

Among the graduates, it will be noted, are three women: Miss Rosie Karp, Miss Flora C. Fuhs, Miss F. Grant.

## WESTERN NEW YORK.

### Buffalo Druggists Happy Over Prospects of Better Business—Petty Cut-Rate War On—Entertainment Features of Coming State Convention.

Buffalo, May 25.—"Trade is good," said a leading Buffalo druggist this week. The report could be confirmed many times in the city if necessary. It is the promise now that business will be better to the Buffalo druggist than for a long time. The fear that there would be so many new concerns set up to divide the Pan-American trade with the older concerns that nobody could secure a good profit is past. Only one or two really new stores have been established. Already the coming of visitors is sufficient to make a noticeable difference, and we have had but one crowd yet, the 101,000 on dedication day, besides the special guests of the exposition. It is going to be a great summer for business.

#### A PETTY CUT RATE WAR.

As to the cut-price war, it is not making any noise and seems to be subsiding. Only the Faxon grocery went into the war, and the regular druggists are holding together well against it. Cut-price goods are not easy to keep in stock, and already the retailer is informed by this customer and that that the cut-rate store used to sell certain proprietary goods, but now it is out of them. This means, of course, that the manufacturers are assisting the retailers in maintaining prices.

#### ENTERTAINMENT FEATURES OF THE STATE MEETING.

The preparations for the annual convention of the State Pharmaceutical Association go on, but they were so well outlined some time ago that nothing is now needed but to put on the finishing touches. The Women's Entertainment Committee, of which Mrs. George Reimann is chairman, is holding its final meeting as this note is being written, but it is detail and no longer new features that come up for arrangement. "The Pan-American is a great success," said Secretary Thomas Stoddard of the general Entertainment Committee, "and every druggist who comes to the State meeting will be more than pleased. You will get all you money back twice over," he added to an out-of-town druggist, who was talking about an exhibit.

So far the exhibits have not materialized, though there is ample room for all that may be brought. The committee announces that the caterer, W. W. Clark, has been engaged for the entire week, and that music will be furnished by Tischendorf's Orchestra. On June 6 the entertainment of visitors will be undertaken by the Empire State Drug Company, of which Mr. Stoddard is president. Great preparations are making at the Hotel Columbia for the visitors, and Mr. Stoddard is collecting cards of other rooms in case any one wishes to locate elsewhere or there is an overflow.

#### ITEMS OF NEWS.

Frank D. Dewey has been appointed receiver of the drug firm of Van Deusen Bros., Kingston, N. Y.

C. R. Cox, formerly connected with the Dake drug store at Niagara Falls, has engaged with Faxon's, in Niagara Falls.

The H. S. Crispell Co. has been incorporated at Kingston



to carry on a drug business. Capital, \$50,000. Directors, H. S. Crispell, C. W. Crispell and Frank Lampman, all of Kingston.

The western branch of the State Board of Pharmacy has already licensed 50 apprentices. This is an unexpectedly large number, and the opinion is expressed that neither of the two other sections has done as well.

Hutch is above ground again, and Manager Kahle is in Buffalo with renewed vigor to push this remedy for all it is worth. The late financial difficulties are out of sight, and the city bill boards begin to blaze again with the peculiar advertisements of the company.

Messrs. Smither, Reimann and Gregory, of the Western branch of the State Board of Pharmacy, with Buffalo City Chemist Hill and a few chosen friends, have gone to the Adirondacks for a few days to rest up for the State meeting. They have a lodge on Fourth Lake and will try the fishing.

Manager Ira Bates, of the A. W. Chase Medicine Company, has just returned to Buffalo from Florida, where he went some weeks ago to recuperate his health. Since the loss of the office and works by the late fire he has opened a much more suitable establishment in the Coal and Iron Exchange.

The Red Cross Drug Company, which began business in Buffalo two or three years ago, has been amalgamated with the Boeckel sanitarium at Gowanda, on the southern edge of Erie County, and its active operations will hereafter be carried on there. The company will remain in existence, but will merely hold its business meetings in Buffalo. Manager O'Leary has been relieved of his duties.

Manager F. W. Buescher, of the Buffalo office of Parke, Davis & Co., has moved it from the fourth to the eighth floor of Ellicott Square, where the space is about doubled, and the outlook is much improved. As he has several traveling men to look after and many samples to handle, the added accommodations were needed. He has just spent a week at the home office and now goes to Atlantic City for a vacation.

Stoddart Bros., of Buffalo, are putting in a new glass front and are adding materially to their general facilities, including a new 35 horse-power engine for taking care of their laboratory work, splint room, orthopedic room, machine shop and ice cream business. They announce that they do not intend to advance soda water from their old price, 5 cents. As they sell, perhaps, more soda water than any other establishment in the city, the price of their glasses is an item to the public.

Twenty Buffalo druggists paid a visit to Rochester recently and went away sadder and wiser than they came. They participated in a bowling match with the Rochester pharmacists, and it was the first time in the history of these friendly gatherings that the Buffaloes were defeated. The score was: Grand totals—Rochester, 2658; Buffalo, 2604. Nearly a hundred covers were laid at the banquet in the evening, which was held at Sugru's. Robert J. Strassenburg was toastmaster, and short speeches appropriate to the occasion were given by J. J. Craig, Chas. Blauw and Mr. McBride.

Papers have been filed with the Secretary of State at Albany for the incorporation of the Livingston Pharmacal Co., Johnstown, N. Y. The company is capitalized at \$5,000, and the directors are as follows: W. A. Livingston, James S. Ireland, Martin Kennedy, Jr., Fred. L. Jansen and Hon. Philip Keck. The object of the company is to conduct a manufacturing business, and the principal product will be "Saunon." With the able support which Mr. Livingston's associates in business represent, the success of the new company is practically assured.

### Johnson & Company Not in the Witch Hazel Extract Trust.

To the Editor of the AMERICAN DRUGGIST:

Sir: We do not see many mistakes in your valuable journal, but our attention has been called to one quite serious one in the issue of March 25, wherein you state that we are among the firms in our line who have entered a combination.

We beg to state most emphatically that we are not in any way connected with any such movement, and think you owe it to us to set your readers right in this matter. Thanking you for past favors and trusting that you will grant us this one, for both your own sake and ours, we beg to remain,

Very respectfully yours, JOHNSON & Co.

Norwich, Conn., April 24.

## MASSACHUSETTS.

### Massachusetts College Graduates—Trouble Over Liquor Licenses—A Successor to Professor Greenleaf.

Boston, May 23.—The senior dance of the class of 1901 was held in Pierce Hall on the evening of May 15. The committee in charge included F. J. Connolly, W. M. Temple, W. T. Bell, A. A. Dunham, C. A. Currier and E. H. Lyford. The patronesses were Mrs. Sheppard, Mrs. La Pierre, Mrs. Jordan, Mrs. Leavitt, Mrs. Scoville and Mrs. Puffer. There was a large attendance. Refreshments were served, and dancing was kept up until a late hour.

#### THE THIRTY-THIRD ANNUAL COMMENCEMENT EXERCISES

were held on the afternoon of May 16 at the college building. The class ceremonies came first, as shown by this programme: Music; address of welcome, Francis Joseph Connolly; class history, Charles Alpheus Currier; music; class oration, Chester Henry Sweatt; music; class prophecy, Chester Bennett Wood; farewell address, Annie Louise Nelson; music. The college exercises followed, the address being delivered by the Hon. Charles J. Noyes. After this Secretary William D. Wheeler called the roll, and degrees were conferred by President William H. Puffer on the following:

Degree of graduate in pharmacy—William H. Ames, William T. Bell, Lydia M. Cherry, Francis J. Connolly, Charles A. Currier, Andrew A. Dunham, Anna L. Nelson, Charlotte A. O'Donnell, Charles H. Osgood, Chester B. Wood.

Degree of pharmaceutical chemist—Louis A. Lebowich, Earle H. Lyford.

In the evening came the annual dinner of the association of the alumni, complimentary to the graduating class. This was held at Young's Hotel. A reception preceded the banquet. At the dinner President William H. Glover, Ph.G., occupied the head of the table. The first speaker was the Hon. Charles J. Noyes. Mary E. Collins, Ph.G., spoke on "The Woman in Pharmacy." Francis J. Connolly, Ph.G., responded for "The Class of 1901." "The Massachusetts Board of Pharmacy" brought a response from Freeman H. Butler, Ph.G. Prof. Charles F. Nixon, Ph.G., and Frank Piper, Ph.G., M.D., paid feeling tributes to the memory of the late Robert W. Greenleaf. Dr. Piper announced that through the efforts of Professor La Pierre a large picture of Dr. Greenleaf had been procured, which was to be hung in the lecture room occupied by Dr. Greenleaf. The funds were provided by subscription from the members of the A. A. and class of 1901. An excess of money was procured, the class of 1901 contributing \$30 from its treasury. This surplus will form the basis of a fund to provide a suitable memorial to Dr. Greenleaf.

#### THE SALE OF LIQUORS IN DRUG STORES.

Some of the druggists of Cambridge are indignant over the handling of the sixth-class license problem in that city. It seems that an effort was made to have the aldermen compel druggists to carry their stock of liquors in the front store. This failed of adoption, but subsequently when a large number of licenses were granted, it was found that the permits bore the front store requirement. This caused much commotion, and some of the druggists flatly refused to accept the licenses bearing this objectionable and illegal feature, and are very outspoken about the city fathers. Some of the druggists were assured that they could sell until the matter was straightened out, but this was hardly a satisfactory state of affairs.

The subject finally ended in a complete victory for the druggists, the aldermen voting to grant the licenses under the same conditions as last year.

In Framingham the license question has been much agitated. It was supposed that the selectmen would grant only one license, but nine permits were issued. Then the No-License League of that town appointed one of their number to confer with the Board of Pharmacy on the license question. The desire is to obtain unfavorable action in the case of others who might like a license of the sixth class.

#### NEWS OF THE BOARD.

The Board of Pharmacy recently received a letter from Charles Lynch, Captain and Assistant Surgeon, Board of Health, Manila, P. I., requesting copies of all laws, rules and regulations governing the examination of those desiring to practice pharmacy. The request met with immediate compliance. The board has about completed the hearings on liquor certificates, and not as many were refused this year as formerly. In all about 1,100 certificates were issued and about 75 refused. Many of the latter were on account of financial

reasons. The Committee on Public Health has voted to refer two matters pertaining to the board to the next General Court. One of these required the board to keep complete records of all charges against pharmacists; the other required that all hearings be attended by the full board.

#### A SUCCESSOR TO PROFESSOR GREENLEAF.

Charles F. Nixon, Ph.G., M.C.P., 1884, has been elected Professor of Materia Medica and Botany, to succeed the late Robert W. Greenleaf. Professor Nixon is well known to Bay State pharmacists, having been president of the M. S. P. A., and is the president of the Board of Pharmacy. Professor Nixon leaves Boston about June 20 for a foreign trip of two months' duration.

#### HUB ITEMS.

J. P. Lyston has gone to Rutland, Vt., to accept a position with the Higgins Drug Co.

F. J. Connolly, Ph.G., M.C.P., 1901, is clerking for A. J. Hayman, Coolidge's corner, Brookline.

T. J. Gaffney, a former salesman of Dean, Foster & Co., was recently arrested on a warrant charging larceny of \$260 from the firm.

C. A. Currier, Ph.G., of the last senior class, has purchased the drug store at St. Johnsbury, Vt., known as "The Standard." E. H. Lyford, Ph.G., of the same class, will assist Mr. Currier.

#### BAY STATE JOTTINGS.

Mary A. Perry, of Cambridge, recently purchased a large Tufts fountain.

C. A. Hull, of the junior class M. C. P., is clerking for Young & Brown, of Winchester.

Weeks & Hill, of Quincy, have recently added a new Tufts fountain to the equipment of their store.

Fire in the building occupied by the Woodward Drug Co., Boston, on February 1 caused a loss of \$35,000.

The drug firm of Carto & Dufault, Amesbury, has dissolved, Mr. Carto having purchased his partner's interest.

John Wenzel, who defrauded several Cambridge pharmacists a short time ago, has just been arrested at New London, Ct.

The Salem police recently visited the store of Peter Salvenson, on Harbor street, and seized twenty gallons of liquors. The store of John Heaney was visited, but no liquors were found.

Dr. Julius Garst is endeavoring to secure an injunction against Hall & Lyon of Worcester, for the sale of Phenyl-Caffein at less than the usual price.

F. H. Butler, Ph. G., of Lowell, is to give up one of his stores, it having been taken for bank purposes. The store vacated was built on the site of the J. O. Ayer store. Mr. Butler has moved the stock and fixtures to his other store.

The drug clerks of Fall River recently organized with the following officers: W. B. Campbell, president; J. A. Grandfield, treasurer; Jesse Clark, secretary; J. A. Grandfield, James Hickey, G. T. Collins, A. Lamoreaux and Joseph La Salle, finance committee.

At the recent annual meeting of the Springfield Pharmaceutical Association the following officers were elected: F. N. Wheeler, president; C. V. Ryan, vice-president; T. F. Keefe, secretary; Henry Adams, C. E. Cameron, S. A. Richards, F. L. Vaughn and A. E. Lerche, executive committee.

The members of the trade in Franklin county met at Greenfield recently and formed an association with these officers: President, Elliot Nash; vice-presidents, C. R. Lowell, Clinton Cook and J. F. Hood; treasurer, E. R. Fiske; secretary, John Hackley; executive committee: F. H. Ware, H. L. White, E. M. Partridge, A. M. Cheney, C. H. Webster, E. M. Roche, W. C. Thompson and Edward Affhauser.

P. A. Lowe, druggist, of Pittsfield, has rented a store on North street, and workmen will shortly begin to transform it into an up-to-date pharmacy. Everything will be new from floor to ceiling and will be finished in mahogany. Mr. Lowe will also continue to do business at his present stand. Previous to Mr. Lowe's coming to Pittsfield he was connected with Metcalf, of Boston, and Fraser & Co., of New York City. Since he started in Pittsfield his business has increased to that point that he is obliged to enlarge.

## PENNSYLVANIA.

**Opposition to the Formula-on-the-Label Bill Grows Apace—Legislative Committee of the State Pharmaceutical Association Moving to Defeat the Bill—American Druggist Article Well Received—Bowlers Entertained.**

Philadelphia, May 24.—The Pennsylvania Pharmaceutical Association has taken up House Bill No. 612, which was recently introduced into the Pennsylvania Legislature. This bill when introduced was referred to a committee, and it is understood that a promise was given that it would never be brought out. It appears, however, that this promise has not been kept, and since its reintroduction the druggists throughout the State have been doing yeoman work looking to its withdrawal.

On May 21 W. L. Cliffe, chairman of the Committee on Legislation of the Pennsylvania Pharmaceutical Association, sent out the following letter to all druggists in Pennsylvania: Dear Sir:

We feel it a duty to call your attention to House Bill No. 612, which passed second reading on Friday, 11th inst., and is in position for third reading.

Under this bill the formula of every proprietary remedy sold by druggists or others in this commonwealth would have to be deposited with the secretary of the State Pharmaceutical Examining Board, who is to receive a fee of \$25 for each such registration, one-fifth (\$5.00) of which shall be for the use and compensation of the secretary, and four-fifths for the use of said State Pharmaceutical Examining Board.

A rough estimate of the total number of proprietary articles which are generally sold by wholesale houses, or which are prepared and sold locally by retail druggists, would seem to indicate that there are fully ten thousand such articles. If, therefore, you will multiply ten thousand by five you will get an idea of the compensation that it is sought to provide under this bill for the secretary of the State Pharmaceutical Board, and if you will multiply it by twenty more you will get an idea of the total revenue for the State Pharmaceutical Examining Board should this bill become a law. We add, in justice to the officers of the State Pharmaceutical Board, that they neither instigated the bill nor do they favor it.

It is true that as the bill now reads articles which do not sell to the amount of over five hundred dollars per annum are exempt from its provisions, but as this feature is plainly unconstitutional, it will probably be eliminated from the bill before its final passage, so that for our present purpose we assume that the total number will come under its provisions.

If you are interested in and prepare a household remedy of your own, do you care to be obliged to deposit your formula with the secretary of the State Pharmaceutical Board?

Do you care to be taxed \$25 for the formula of such remedy?

If not, will you please promptly write to the Representative from your district in the House and Senate and call their attention to the bill and ask their influence against its passage?

Immediate attention to this request will, we feel confident, insure its defeat.

#### STRUCK A RESPONSIVE CHORD.

The editorial, "A Policy of Evasion," that appeared in the last issue of the AMERICAN DRUGGIST, has struck many responsive chords in this city, particularly among those who closely followed the proceedings of the proprietors' meeting. A well known druggist said: "It is all very well for the proprietor and jobber to refer to the retailers as our dear friends, the druggists, but what the retail druggists want is action and not phrases or endearing terms. So far the Tripartite Agreement has not been a success, C. F. Shoemaker's remarks to the contrary notwithstanding, and the fault is, of course, not with the retail druggist. Cutters and so-called buying clubs continue to be supplied with patent medicines, and no apparent effort is being made to discover their source of supply or to cut them off. There are many druggists who think it is about time for the proprietors to remove all restrictions save one—quantity. Open the doors to all, have a quantity to buy and sell to any one who will buy the quantity. This will place all on one footing. This plan has been adopted by the Cuticura people and by Colgate, Lambert and dozens of others, and is working satisfactorily to all. Then it will not be necessary to follow 'a policy of evasion,' to meet in convention and throw bouquets at the retail druggists."

#### BOWLERS ENTERTAINED.

On May 11 Philadelphia was honored by a visit from two teams of the New York Drug Bowling League. This visit was the outcome of the meeting in Baltimore and was intended to cement the friendships formed at that time. The party con-

sisted of Messrs. Barnes C. McCormick, T. Carberry, M. Judge, C. Withers, F. Steven, H. A. Kimble, H. Carr, Captain Saunders and others. They were met by a committee of local bowlers, taken to Dooner's Hotel, where a light lunch was served, and thence to the alleys at Ninth and Walnut streets, where what was intended to be a contest was started. Twelve games were played, the visitors winning ten. At 9.30 p. m. the natives, looking like the proverbial 30 cents, escorted the visitors back to Dooner's, where a banquet was served, songs were sung and Sunday school stories were related. Next day, after all had recovered, the party, escorted by Messrs. Bransome, Thorpe and Taylor, took a trolley and visited Fairmount Park, stopping en route at the residence of D. E. Bransome, on North Broad street, but being Sunday, nothing liquid could be obtained except champagne, wine, whisky and beer; but as these soft drinks were in abundance, thirsts were quenched, and the party are under the impression they proceeded on their way. But be that as it may, the New Yorkers were escorted to the 4 p. m. train and departed. On the 23d inst. the annual banquet of the New York Bowling Association took place, and several of the Philadelphia League officials were invited to attend and accepted.

The bowling tournament has been concluded and the championship was won by Whitall, Tatum & Company; Smith, Kline & French Company's team stood second, and H. K. Mulford & Company third. These teams are to continue in active practice, and an effort is to be made to have a team that will do credit to the city at the meeting which takes place in Philadelphia next year.

#### QUAKER CITY ITEMS.

W. E. Cline, at Seventeenth and Jackson streets, is enlarging his store and otherwise improving the property.

A contract has been awarded for a new eight story addition, 53 x 90 feet, to H. K. Mulford Company's establishment in this city.

A. T. Pollard, who owns and operates the stores at Eleventh and Locust and Fifteenth and Locust streets, has returned from a delightful visit to Maine.

Dr. E. C. Warg, of Eleventh and Arch streets, has returned from a pleasant visit to Washington, where he has been renewing old acquaintances.

A. D. Cuscaden, of Atlantic City, has completed extensive alterations and additions to his store, which is one of the handsomest pharmacies on the island.

John Bender, the efficient manager of the Preston Pharmacy, at Broad and Ellsworth streets, has gotten back from a trip to his former home, at Shippensburg, Pa.

Death has claimed the father of J. B. Reynolds, of Front and Norris streets. Mr. Reynolds, Sr., had been sick for some time, though the end was unexpected when it came.

Robert C. Brodie, the veteran druggist, at 2000 Callowhill street, has been to Atlantic City for a brief visit, and says there is every indication of a gay season at that popular resort.

Henry A. Borell, 2043 Chestnut street, has lost his wife by death as the result of a surgical operation performed in Baltimore. Mrs. Borell was widely known as a brilliant and charitable woman.

Mr. Laubach has sold his handsome pharmacy, at Broad street and Girard avenue, to Michael Herr, who was the former owner of a drug store in Germantown. Mr. Laubach will open up on Thirteenth street, below Chestnut.

Chas. Lippincott Co. have received by cable an order for one of their finest fountains, from Cairo, Egypt. The handsomest fountain sold this season by this firm was recently sold to the Brownley Pharmacy, at Atlantic City.

Mrs. W. P. Bender, the wife of the druggist of Eighteenth and Morris, has made up her mind to be a real helpmate to her husband, and to that end has passed the State Board of Pharmacy and obtained a Manager's Certificate.

Frank Humes, a well known drug clerk of this city, has become a flat footed mud masher for Uncle Sam, having enlisted in the 17th U. S. Infantry. He hopes by strict attention to duty and hard study to some day wear shoulder straps and carry a sword.

At a meeting of the stockholders of the Smith, Kline & French Company, held on May 24, it was unanimously voted to increase the capital stock from \$800,000 to \$1,000,000. Part of the new issue, \$280,000, is to be allotted to the present stockholders, and the rest is to be sold in the open market. The business of this house during the past few years has greatly increased, and a larger capital is now required to do it more economically and with better results.

## BOSTON CUTTER SUES JOBBERS.

### Legality of N. A. R. D. Plan Will Be Tested.

A Boston sensation is the suit of Ralph P. Hoagland vs. Gilman Bros., et. al. The parties concerned are wholesale druggists, and the case is one of alleged unfair competition.

The question to be decided is whether merchants in a particular line of trade may combine together to establish and regulate the trade between themselves and those who have to use their goods, and to control the trade and prevent any person who refuses to be bound by their regulations, and who sells below the price fixed by them, from engaging in the business.

The plaintiff alleges that such is the purpose and object of the defendants, who are numerous, and are alleged to be members of the New England Drug Exchange. He alleges further that, because he has not joined their association and subjected himself to their regulations, they have threatened to injure him in his business, and have employed, so he is informed, detectives to spy upon him and his customers, and have threatened to intimidate the latter if they trade with him. He seeks an injunction to prevent them from doing these alleged things, and also asks for damages.

The defendants deny that such are the facts, but for the sake of determining the legal question involved, they have demurred to his bill, contending that he has not set out any case which warrants a court of equity to grant him the relief which he asks. The defendants contend that it is perfectly proper and legal for them to act harmoniously for the advancement of the trade in the manner in which they have acted, and which is not the manner the plaintiff alleged. Yet, if the facts are as alleged by the plaintiff, they say that a court of equity should not interfere to prevent them.

The plaintiff alleges that the defendants, who are Carter, Carter & Meigs, the Eastern Drug Co., John W. Perkins & Co., of Portland; J. E. Gould & Co., of Portland; Talcott, Frisbie & Co., of Hartford; Blanding & Blanding, of Providence; George L. Claffin & Co., of Providence; T. Sisson & Co., of Hartford, and Cook, Everett & Pennell, of Portland, have since their organization in 1890 grown until they now control 70 per cent. of the supply trade to retail druggists throughout New England, and that they are actively engaged in maintaining a price-list for drugs, and bind their customers to sell at the prices fixed by them or through the National Wholesale Druggists' Association, with which the defendants' association is allied.

The court heard the arguments on the demurrer, and reserved its decision. Weeks & Potter were the only Boston wholesalers not made parties to the proceedings.

#### OHIO NEWS NOTES.

Louis Kusnick, well known to all local druggists, has just recovered from a severe attack of typhoid fever.

Joseph Blasser, the Fairmont pharmacist, has taken a wife unto himself. The lady hails from Chicago.

The infant daughter of W. T. Valentiner, of John and Clinton streets, died recently after a short illness.

O. H. Mueller, the veteran pharmacist, of Fifteenth and Race streets, leaves soon on a trip to Europe. He will be gone six months.

E. W. Gray, the popular druggist, at Fifth and Main streets, has the sympathy of his friends in the drug trade on account of the death of his infant son.

John Byrne, whose drug store at Spring and High streets is well known in Columbus, has been elected president of the Columbus Druggists' Association.

B. H. North, a widely known pharmacist, succeeds to the business of G. W. Griffin, at Markland, Ind. Mr. North is competent and popular and will doubtless succeed in his new venture.

Charles Tobey, of Troy, Ohio, who succeeds Dr. C. Krone as a member of the State Board of Pharmacy, is a member of the well known firm of N. Tobey, of the city named. He is well equipped for the place.

The Ohio Valley Druggists' Association will give an outing on June 4 at the Country Club, which is located near Carthage, a suburb of Cincinnati. There will be baseball games, bowling contests, races of various kinds, and many other forms of diversion for young and old.

## ILLINOIS.

**New Pharmacy Law Raises a Stir—Certain Features Objected to by Pharmacists—Proprietary Medicine Men Pleased—Wholesale Druggists Fear Its Effect on Their Business.**

Chicago, May 21.—The new pharmacy law passed during the closing hours of the General Assembly bids fair to raise a tempest among the druggists of Illinois. It is openly charged by some that the law was passed entirely for the benefit of makers of proprietaries and not for the good of the druggists. Those who hold this view say that when the bill left the committee room it was a good measure, almost exactly what the State Board wanted. When the measure was about to be voted on Speaker Lawrence Y. Sherman arbitrarily made some very significant changes. The changes follow:

At the end of section one:

"Provided, that nothing contained in this act shall apply to the sale of patent or proprietary preparations when sold in original and unbroken packages."

Inserted in section fourteen:

"Any person who shall, without notification to the purchaser, substitute, or cause to be substituted, one material for another shall be liable to prosecution."

The first change means, according to the druggists, that any one, a grocer, butcher or dry goods dealer, can sell patent medicines. Heretofore druggists have had a monopoly of the business of handling all medicines in Illinois no matter whether the medicines were prescribed by a physician or put up by the maker of patent medicines. A clause in the last law (section 8) provided that in certain localities the State Board had the right to permit men who were not registered pharmacists to sell certain preparations. This delegation of a right was declared unconstitutional by the Supreme Court, and the druggists immediately undertook to secure such changes in the law as would be constitutional, and would also safeguard the interests of the retailer. The State Board and a committee from the Illinois Pharmaceutical Association worked together to secure a measure that would be satisfactory to all. The progress of their work has been noted from time to time in these columns. The measure was introduced, and was seen safely through the committee room, where several changes were made, however. When it appeared on the floor Mr. Sherman unexpectedly made use of the arbitrary power vested in the speaker. He was told of the effect of the changes, and was asked his reason for taking such action. His only answer was:

"I demand that those changes be made."

It is said that the clause in regard to substitution will be held to apply to the druggist who substitutes his own preparation for another, although the text gives the ordinary reader the impression that the section refers to adulterations.

One veteran Chicago druggist says the Proprietary Association is playing with a two-edged sword. He holds that the gates of competition are now thrown wide open, and that the small manufacturers have chances that they did not have before. Formerly, he says, the druggists would handle nothing that was not well advertised, and now every one can make and deal in what he sees fit. If a druggist refuses to handle the preparations of his rival the rival can put the goods with the butcher or grocer next door, flood the neighborhood with samples and compel the druggist to come to terms. Taking this view it would seem that the makers of proprietary articles have suddenly let in a multitude of rivals. Local representatives of the association seem pleased over the new law.

Chicago druggists are gloomy over the outlook for their future. There has been nothing for them recently, they complain, but ill luck. What the outcome will be remains to be seen, but the druggists in localities where there are department stores say they have nothing left but their prescription business. Wholesale druggists say the law will probably have something of an injurious effect on their business, as the grocers will order through their own jobbers.

Following is a list of the graduates of the Chicago College of Pharmacy, whose graduation was chronicled in our last issue: H. L. M. Bank, I. Bradley, W. J. Briggs, F. B. Clarke, J. H. Crew, Peter Czaja, William Downey, W. R. Englert, Edwin Everett, Jr., H. W. Glese, Alexander Glogau, Maude A. Gregg, G. H. Hamer, H. Hartig, Maude F. Hobart, D. J. Hogan, Charles Howk, Eli Jensen, R. A. Karr, G. H. Lyons, F. W. Mayo, J. D. McDougall, F. L. Newman, R. L. Oliver, C. W. Parker, B. P. Melvin, E. F. Peterson, W. R. Phillips, M. R. Price, F. J. Randack, Albert Reichmann, W. A. Rennen, W. R. Rodenhauer, Anton Roesch, H. A. Salchert, J. J. Samuels, W. J. Schaefer, C. F. R. Schaffarzick, C. F. Schultz, A. H. Schulze, M. A. Shapiro, V. H. Shaw, E. H. Stahl, J. C. Swan,

F. E. Schwartz, R. W. Freman (class of 1900), G. S. Ives (class of 1900), F. L. Pfaff (class of 1900), M. B. C. Rounds (class of 1900).

The following received certificate of having finished the course successfully and will receive the degree when the required age and practical experience are attained: R. F. Bogue, C. J. Delbridge, O. J. Dewitz, E. N. Fernholz, G. G. Fox, R. H. Hopkins, F. W. Kraemer, C. J. Orbesen, George Saxe, Walter Schmitt, C. A. Ullman, W. H. Whisenant.

**N. A. R. D. ORGANIZERS.**

Dr. Joseph R. Noel is now associated with the N. A. R. D., under the direction of Secretary Wooten, as chief organizer. The following appointments for the N. A. R. D. have been made recently: Charles H. Tyler, of Decatur, organizer for Illinois; R. B. Rossington, of Kendallville, Ind., organizer for Indiana; T. C. Vincent, of Chicago, organizer for Michigan; L. C. Bottume, of Chicago, organizer for Iowa.

**PARKE, DAVIS & CO.'S NEW QUARTERS**

The new building of Parke, Davis & Co., at 44 to 46 Franklin street, which was referred to in our last issue, is illustrated herewith. The building contains some 13,000 square feet of floor space, is equipped with electric freight and passenger elevators and all the other modern conveniences. A full stock is carried here, so that, according to J. E. Bartlett, manager of the local branch, any jobber can have his wants supplied



**PARKE, DAVIS & CO.'S NEW CHICAGO OFFICE.**

within a few minutes. The new quarters are within three minutes' walk of three of the largest drug jobbing houses in the world. The northwestern territory will be supplied from the Chicago house hereafter, thus effecting a great economy in time. Visiting pharmacists are invited to inspect the new building and to make it their headquarters while in the city.

**WHAT ONE CHICAGO JOBBER DOES**

If all wholesale drug houses were like Humiston, Keeling & Co. the retailer would not have so much to complain of. Receiving an order from a merchant not in the drug business, located in Charleston, Ill., they wrote him as follows: "We regret we cannot send the goods to you as we sell only to the retail drug trade." This letter was returned to them by L. P. Hilligoss, a druggist of Charleston, with an order and with the following note: "The letter attached is very refreshing to me. If we had more houses like yours we should be better off in the retail business."

**CITY NOTES.**

Francis and Kemper have purchased the C. B. McMorphy pharmacy at Sacramento, Cal.

K. Hummeland, formerly in business on the north side, will open a new store in West Maywood.

J. H. Bearcroft will soon open a new store in the new block at Fifty-eighth street and Calumet avenue.

M. Samuel Humiston, formerly of Humiston, Keeling & Co., has bought a farm in New Jersey, and will retire from the drug business.

Louis Plitt has been in Chicago for several days buying a stocking-up order for a store in Joliet, Ill. Mr. Plitt recently bought the branch store of E. M. Bray.

Among the recent incorporations was the A. G. Schleuter Drug Company, East St. Louis; capital stock, \$9,000; incorporators, A. G. Schleuter, Maggie Schleuter and George Miller.

The Sagar & Lyons pharmacy in the Stewart Block has been moved to the sixth floor of that building, and will be known as the Stewart Block Pharmacy. It will cater only to a prescription business.

John Krone, the up to date Clark street "City Hall Pharmacist," has placed an order with the L. A. Becker Co. for a Twentieth Century onyx and mahogany fountain; this is to grace his store about June 1.

The summary of students just issued by the Northwestern University shows a general falling off. There is a loss of 59 students in the pharmacy school, as compared with the number of those in attendance last year.

The Economical Drug Co. has just added a \$2,500 electric light plant to its store, and now burns 400 lights. President C. H. McConnell told the writer that his bills from the Edison Co., with the cash discount, had been over \$200 a month, but with his own lighting system, burning four times as many lights, it could not run over \$85 a month.

Richard H. Hatzfeld, a well-known druggist, died April 4, at the Lake View Hospital, of apoplexy. Mr. Hatzfeld was born in Germany fifty-nine years ago and graduated from the University of Munich. He came to Chicago in 1868, and owned stores in several sections of the city.

John H. Wilcox, who was fined two months ago on the charge that he was conducting a blind pig in his drug store in the Arcade Building, Pullman, has again been put under arrest on the same charge. Frank Hulse, detective for the Hyde Park Protective Association, says he saw eight men drinking in a back room at Wilcox's place.

## MISSOURI.

**Planning for the A. Ph. A. Meeting—The Local Committee Organized—The St. Louis Apothecaries' Society Becomes the St. Louis Retail Druggists' Association.**

St. Louis, May 21.—Local secretary of the A. Ph. A., Dr. H. M. Whelpley, called a meeting of the general committee at the Southern Hotel a few days ago, where plans for the meeting here next September were carefully considered, and subcommittees appointed. They propose to see that the members of the association are well cared for when they visit our city and are going to spare neither energy, time nor expense in carrying out their plans. Prof. Francis Hemm was elected secretary of the committee and the following subcommittees were appointed: Finances—Prof. J. M. Good, C. F. G. Meyer, C. P. Walbridge, C. H. West, L. A. Seitz and Mr. Larkin. Arrangements—Dr. H. M. Whelpley, Sol. Boehm, Prof. J. M. Good, Prof. Francis Hemm, C. F. G. Meyer, M. J. Noll, Enno Sanders, H. F. A. Spilker, Dr. O. A. Wall and Thos. Layton. Excursions—H. F. A. Spilker, Thos. Layton, Sol. Boehm, H. F. Hassebrock and Theo. F. Hagenow. Reception—Thos. Layton, Prof. J. M. Good and F. E. Whitcomb. Badges—Dr. O. A. Wall, Prof. J. M. Good, Enno Sanders and R. S. Vitt. Trip to Ironton—Enno Sanders, Thos. Layton and Chas. Gletner.

### THE ST. LOUIS APOTHECARIES' ASSOCIATION

held a meeting and smoker at the college building last night. It was a business and pleasure meeting combined. The attendance was very good, notwithstanding the bad weather. It was decided to change the name of the organization, and from now on it will be known as the Retail Druggists' Association of St. Louis. Steps are being taken to have the organization incorporated under the laws of Missouri. The officers of the old association were elected to serve the remainder of the year in the new organization. Further than this no other business was transacted.

### CITY NEWS.

The St. Louis Paint, Oil and Drug Club held their last meeting for the season at the Mercantile Club last Thursday night.

The members turned out in force and the evening was spent in listening to good music, interesting stories and having a general social time.

The druggists who attended the Merchants' and Manufacturers' Excursion to Texas recently report a very warm reception at the annual meeting of the Texas Pharmaceutical Association, then in session at Sherman. Geo. R. Merrell, of the J. S. Merrell Drug Co., says their meeting compared very favorably with the far famed meetings of the Missouri Pharmaceutical Association, which events he never misses.

We learn from the "Chemist and Druggist" that F. L. Seely, secretary and treasurer of the Paris Medicine Company, St. Louis, Mo., passed through London recently on his return to St. Louis after a six-months' trip in the East Indies. Mr. Seely, accompanied by Mrs. Seely (who is a daughter of Mr. Grove, the founder of the Paris Medicine Company), went east partly on business, his company's consumption of 10 tons of quinine annually giving him a commercial interest in quinine, and he has come back with a store of information regarding the cultivation of cinchona in India, Ceylon and Java. The photographs which Mr. Seely has taken of the cinchona plantations and the quinine works in Java are perfectly unique. Mr. and Mrs. Seely returned to St. Louis last week.

## T. C. Wheaton & Co. to Make Window Glass.

T. C. Wheaton & Co., Millville, N. J., are building the largest producer gas tank in the East for the manufacture of window glass. This tank, which has a capacity of 450 tons, will require two buildings, each 104 x 175 feet, besides several auxiliary buildings. The tank and buildings will be constructed in conformity with the latest advances in glass making, and the buildings will be heated by steam and lighted throughout by electricity. They will be complete in all their appointments, both as regards appliances for handling the product and conveniences for the employees. When in full operation the window glass plant alone will require about 200 hands in addition to those now employed in their bottle works. This new tank, in addition to the three large furnaces of the firm now in operation making bottles, will make their plant one of the finest and most complete in the United States. T. C. Wheaton & Co. are not in the glass trust and will be absolutely independent.

## Obituary.

EDWARD J. SULTAN, PH.G.

Edward J. Sultan, traveling salesman for the Myers Bros. Drug Co., St. Louis, and a brother of Fred. W. Sultan, of the Sultan Drug Co., died at St. Louis on May 15. He had returned from a Western trip on the preceding Monday, and complained that he was suffering from malaria. He remained at his boarding house on Olive street on Tuesday, but did not summon a physician, stating that he believed that quinine, which he was taking, would bring him around in a day or so. On Wednesday morning he was found unconscious, and a half hour later died at the City Hospital, to which he had been promptly removed. In the absence of an attending physician an autopsy was held, which revealed the fact that death had resulted from a stroke of apoplexy.

Mr. Sultan had many friends South and West and was recognized as a most successful drug salesman, a position for which he was specially well equipped. He was a graduate of the Maryland College of Pharmacy and afterward took a special course in chemistry at the Johns Hopkins University, completing it in 1889. He was for some years in the chemical department of Sharp & Dohme, of Baltimore, and at one time conducted a drug store at Third avenue and Twenty-third street, New York. He was buried at Baltimore on the 17th inst., his brother, Fred. W. Sultan, of the Sultan Drug Co., St. Louis, bringing the remains home for interment in the family lot.

GEORGE B. HOOKER.

George B. Hooker, of the firm of R. B. Hooker & Son, at 103 Broad street, Elizabeth, died of a complication of diseases at his home on Jersey avenue, May 7. Mr. Hooker was a member of the New Jersey Pharmaceutical Association, an ex-president of the Elizabeth, N. J., Pharmaceutical Association, and a member of the Union County Retail Druggists' Association. He was also a member of the Masonic order and of several fraternal societies, and was active in church affairs, having acted as organist for the Second Presbyterian Church of Elizabeth for 20 years.



## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, May 25, 1901.

**T**HERE has been a steady, regular inquiry for most lines of drugs and chemicals during the past fortnight, and the market has a fairly steady undertone, though not characterized by any special show of activity, the business in most departments being confined generally to jobbing quantities. No improvement in the business conditions is to be looked for a little time to come, since the demand usually slackens with the advance of the season, and the wants of both jobbers and retailers are at the present pretty well supplied. Regarding price changes, the market is devoid of features of exceptional interest, the principal fluctuations being tabulated below:

HIGHER.	LOWER.
Cacao butter,	Alcohol,
Ergot,	Opium,
Cannabis Indica,	Oil of cloves,
Lactucarium,	Ipecac, Carthagena,
Coca leaves, Huanuco,	Thymol,
Rape seed,	Sal-ammoniac, lump,
Buchu leaves, long,	Nutgalls, blue Aleppo,
Oil of pennyroyal	Haarlem oil,
Oil of cubebs,	Jalap,
Balsam fir, Canada.	Oil lemon,
	Oil almond, sweet,
	Salol,
	Strontium iodide,
	Gum acacia,
	Orris root, Florentine,
	Colchicum seed,
	Acid citric,
	Citrate salts.

### Price Revisions.

The following changes, which were received too late to allow of making the necessary corrections in our "Original Package Prices," should be noted (A = advanced; D = declined):

- A—Acid citric, domestic, 39c to 39½c.
- A—Acid citric, Sicilian, 38c to 38½c.
- A—Alcohol, \$2.45 to \$2.47.
- A—Balsam fir, Canada, \$2.80 to \$2.85.
- D—Citrate salts, reduced 2c.
- A—Ergot, German, 56c to 58c.
- D—Gum Arabic, first picked, 45c to 50c.
- D—Nutgalls, blue Aleppo, 13½c to 14c.
- D—Oil clove, 60c to 62½c.
- D—Opium, cases, \$3.20 to \$3.25.
- D—Opium, broken packages, \$3.22½ to \$3.27½.
- D—Opium, powdered, \$4.15 to \$4.25.
- D—Ipecac, Carthagena, \$1.85 to \$1.90.
- D—Orris root, Florentine, 8½c to 10½c.
- D—Sal-ammoniac, lump, 8¼c to 9c.
- D—Colchicum seed, to 50c.

### DRUGS.

Alcohol has further declined in the interval and is now quoted at \$2.45 to \$2.47, as to quantity, less the usual rebate of 2c per gallon for cash in ten days.

Balsam fir, Canada, is well sustained from the hands of jobbers, and recent sales have been at an advance to \$2.80 to \$2.85.

Barks have shown no special variation since our last. Small lots of Pharmacopœial varieties are moving out in fair quantity within the range of our quotations.

Buchu leaves, long, are reported scarce, and local holders have advanced quotations to the range of 70c to 75c. Sales

were making during the week at as high as \$1.00, but several bales have come to hand since, and the current quotation is now as stated. Short are held with noticeable steadiness, at 28c to 32c, as to quantity.

Cacao butter is held with increased strength, and some holders have advanced the price of cakes to 42c to 44c, while sales of bulk have been made down to 34½c.

Cannabis Indica is in improved demand, and holders have again raised their limits to the range of 50c to 55c. Among the sales reported are several five-bale lots at 55c.

Coca leaves continue on the upward grade, the spot quotations for Huanuco having been advanced in the interval to 34c to 36c, and Truxillo are held at 23c to 25c.

Colocynth apples are not taken with any spirit by the trade, though holders are free to offer at 36c to 42c for Trieste, 43c to 45c for selected and 15c to 16c for Spanish.

Cubeb berries meet with some little attention in a jobbing way, and quotations are steadily maintained at a range of 11½c to 13c for whole and 15c to 18c for powdered.

Cuttlefish bone has met with more attention of late, and the requirements of the trade are being met at 22c to 25c for prime Trieste, 85c to 90c for jeweler's large and 38c to 40c for small.

Ergot does not improve, the market for German being unsettled. While we hear of some small sales at 53c, 56c is the more popular quotation; Spanish held at 58c to 60c.

Lactucarium has advanced materially in consequence of extreme scarcity. Stock to arrive is quoted at \$7.00, and the quotation for spot goods is \$10.00.

Lycopodium in jobbing quantities continues to realize 49c to 50c for ordinary and 51c to 52c for Pollitz.

Menthol has eased off a trifle in sympathy with the condition of primary markets. Forward shipments from Japan laid down here are quoted at the equivalent of \$3.25, while \$3.84 to \$4.00 is named for spot goods, though it is intimated that this figure is being shaded in some quarters.

Morphine has not changed since our last, manufacturers continuing to quote at the old range despite the weakness and decline in opium.

Opium is dull and neglected and the sales are seldom in excess of jobbing lots, for which \$3.22½ is quoted as inside. There are prospective buyers in the market whose limit is, however, below \$3.20, and no holders appear to be willing to accept an offer for goods at the figures named. Powdered is in moderate jobbing request, with sales reported at \$4.15 to \$4.25.

Quinine has not changed materially since our last. American manufacturers continue to quote 34c, while the agents of German makers name 32c, a figure which is fractionally shaded by outside holders. There is no demand worth speaking of at the moment, and prices are not likely to advance to a higher level, whatever else may happen.

Salicine is not characterized by any important action, but it has been in steady, fair request of late, with some inquiry for round lots, and values are maintained firmly on the basis of \$3.75 to \$3.90.

Salol has been reduced 15c per pound by manufacturers, and the revised quotations are \$1.30 for bulk, \$1.40 in pound bottles and \$1.45 to \$1.95 for ounces, as to quantity.

Senna remains quiet, but the quotations of the market are maintained at 10c to 12c for natural Alexandria and 5c to 14c for the various grades of Tinnevely.

Thymol is easier, the decline being due to recent fresh arrivals, and \$4.25 is now quoted for spot stock.

Tonca beans are held at full previous prices with a moderate jobbing trade reported.

Vanilla beans continue in fair jobbing request, with prices well maintained at the range of \$9 to \$12.50 for whole Mexican, \$7.50 for cut, \$4.75 to \$7.50 for Bourbon and \$2.00 to \$2.25 for Tahiti.

## CHEMICALS.

Arsenic, white, is slow of sale and offers more freely, in some instances with down to 4¼c accepted.

Boric acid is in good consuming demand, and manufacturers' prices are steadily maintained at 10¼c to 11¼c for crystals and 11¼c to 11½c for powdered, as to quantity.

Carbolic acid is in fair seasonable demand, with leading brands held at 23c to 24c for crystals in bulk and 28c to 29c in pound bottles.

Citric acid, domestic, is lower in the face of competition from foreign, together with cheaper raw material. The popular quotation is now 39c to 39½c for bbls. and kegs, respectively. The quotation on Sicilian has been reduced to 38c to 38½c.

Cream tartar is held at full previous prices, though the jobbing demand continues limited.

Formaldehyde is meeting with increased interest, and values are steadily maintained on the basis of 16c to 17c.

Oxalic acid has sold fairly in a jobbing way during the interval at 5¼c to 6c.

Salicylic acid costs more to import, but spot values are yet quotably unchanged.

Tartaric acid is in good seasonable inquiry, and manufacturers' prices are maintained at 29c to 30c for powdered, as to quality.

## ESSENTIAL OILS.

Anise has been a trifle irregular and unsettled, but the tone of the market is now steadier and recent sales were at \$1.30 to \$1.35.

Cajeput is given very little attention and prices are lower at 47½c to 52¼c.

Clove is offered freely at 60c to 62½c, a drop of 2½c per pound, but the trade proportions do not show any material increase.

Cubebs is in improved position, and sales have been made in a large way of late at \$1.10.

Haarlem oil is the subject of close competition, and supplies offer freely at \$2.50.

Hemlock remains very firm, in view of the present scarcity, and only jobbing parcels are obtainable at 35c to 36c.

Lemon and other Messina essences are slightly easier in tone and prices are fractionally lower.

Lemongrass is in demand and scarce and quotations have been advanced to \$1.50 to \$1.55 for native and \$1.55 to \$1.70 for redistilled.

Pennyroyal is in limited supply, and prices are maintained with a greater show of firmness at the quoted range.

Peppermint continues firm and in demand, with \$1.20 to \$1.25 generally quoted for pure in bulk. H.G.H. is maintained at \$1.50, but buyers' limits are lower and business is checked in consequence.

Rose geranium, Algerian, is firmer owing to scarcity, and dealers have advanced quotations to \$5.25 to \$6.50 as to quality and quantity.

Sandalwood is finding sale in a small way at \$3.75 to \$4 for pure.

## GUMS.

Aloes are not inquired for to any extent, but there is seemingly no disposition on the part of holders to urge sales, and prices are steadily maintained on the basis of 4c to 4¼c for Curacao, 6½c to 7c for Cape and 16c to 24c for Socotrine.

Arabic prices have been revised to the following lower range for the various grades of picked, 40c to 45c being named for first, 28c to 32c for seconds and 12½c to 14c for sorts.

Asafetida is maintained firmly at 30c to 35c, with sales at these figures.

Sandrac continues in demand, and holders have raised their limit to 13c to 17c, as to quality and quantity.

Senegal continues dull, but there is no urgency to realize at anything below 13c to 14c for sorts, 15c to 24c for picked and 8½c to 14c for siftings.

Tragacanth continues held and selling at 65c to 75c for

first Aleppo, 50c to 60c for second, 75c to 85c for first Turkey, 50c to 55c for second and 40c to 45c for third.

## ROOTS.

Culvers is easier and jobbing sales are making at 8c.

Gentian remains firm at the recent advance to 4c, and it is reported that one lot of 4,000 has changed hands at this figure.

Ipecac, Carthagena, is easier and lower, round lots being now procurable at \$1.85 to \$1.90. Rio is without change, at \$2.85 to \$3.00.

Jalap is easier and the quotations of the market are now 12½c to 13c.

Musk is reported scarce at primary sources, and while the cost to import is about 24c, spot stock is procurable at 20c.

## SEEDS.

Canary continues to offer at 2¼c to 2½c for Smyrna and 2¼c to 3c for Sicily, but the demand is yet limited in character.

Caraway is easier and a shade lower, being now procurable at 6¼c to 7c as to quantity.

Celery is without important change. The demand continues very limited and prices are nominal.

Coriander is steady and in moderate request at 3¼c to 3½c for natural and 4c to 4¼c for bleached.

Cumin has been advanced to 9c to 9½c under the influence of stronger advices from primary sources and a fair volume of business is reported at the higher figure.

Hemp, Russian, shows an upward tendency, and nothing now offers below 2¼c.

Mustard of the different varieties is held with increased confidence, owing to slight scarcity and improved demand. The quotations for German yellow have advanced to 5c to 6c; California yellow is held at 6¼c to 6½c; English, 6½c to 7c; Barri brown, 5¼c to 5½c; California, 5½c to 6c, and Trieste, 7¼c.

Poppy is in good supply and offering freely at the range of 4¼c to 5c.

## NEWS FROM HERE AND THERE.

The Behrens Drug Co., of Waco, Texas, has removed its branch from Galveston to Houston. A. S. Spalding will remain in charge.

T. C. Peek, of the Taylor-Peek Drug Co., Macon, Ga., has resigned as vice-president of the company, and E. B. Jelks has been elected in his place.

Galveston (Texas) papers dilate at length upon the good taste displayed by druggist John M. Parker in the recent refitting and decoration of his Market street establishment.

Congratulations are pouring in upon Byron Davidson, druggist, of Jacksonville, Ky., who was married secretly last August, but who did not let the fact become public until a few days ago.

Leon K. Paine, of Westbrook, Me., is being congratulated by his neighbors. During a recent visit to Lynn, Mass., he hazarded a guess as to the number of beans in a bottle. He guessed the exact number and won \$25.

The death is announced of Charles Arendt, a druggist, of Canton, Md. Mr. Arendt was 39 years old and was born in Allegheny County, Maryland. He was a graduate of the Baltimore City College and the Maryland School of Pharmacy. A widow survives him.

The Barton Drug & Chemical Co. has opened up at Atchison, Kan., with a paid up capital of \$20,000. Non-secret patent medicines will be manufactured, and eight or ten people employed at the start. It will be the only plant of the kind in that part of the West.

Druggist Walter E. Watson, Pawtucket, R. I., has been missing internal revenue stamps for months. The mystery was cleared up when the cigar counter was torn out to make room for a new soda fountain. The stamps were found torn into shreds and doing duty as a nest for mice.

David B. Wills has purchased the Junction drug store, at Charlottesville, Va., formerly owned and conducted by F. Cary Wills & Co., the price paid being \$2,500. Mr. Wills will give his personal attention to the business and will employ a registered druggist, who will have charge of the prescription department.

## THE KNIGHTS OF THE ROAD.

### Notes of the Travelers Caught on the Fly.

The knights of the grip were out in full force at the thirty-first annual meeting of the New Jersey Pharmaceutical Association, which was held at Trenton on May 22 and 23. Among these angels of commerce whose presence was noted by our scribe were Harry Porter, more familiarly known as "the joy forever," who distributed Solon Palmer favors and his own particular smiles among the ladies; B. B. Hamlin, manager of the New York office of Wm. R. Warner & Co., and H. D. Folsom, who is also associated with this firm; W. P. Rich and another Parke-Davis man, whose name our reporter has failed to record; J. Walter Mellick, Lazell, Dalley & Co.; Wm. C. Cox, Bruen, Ritchey & Co.; J. S. Vanderbilt, Whitall, Tatum Co.; A. J. Stephens and F. H. Clarke, Johnson & Johnson; Theo. Drake, Smith, Kline & French Co.; F. B. Slumpf, Sharp & Dohme; P. B. Farleton, Lehn & Fink; J. F. Gremmel, Bartgis Bros., Baltimore, and Mr. Churchman, Grosholz Bros., Philadelphia.

**New York City.**—Phillip Toussaint, formerly in the wholesale drug business at No. 292 Bowery, sold out his business recently and joined the force of salesmen of Lehn & Fink, with which he had once before been connected. He will cover Greater New York, thus retaining much of his former trade.

Wm. G. Cook, son of Thomas P. Cook, manager of the New York Quinine & Chemical Works, and who has been associated with his father for several years, is now having an "inning" on the road, visiting the principal cities of the Middle West.

Wellington Clapp, who was formerly connected with Billings, Clapp & Co., Boston, is now of Lehn & Fink's traveling forces, and is covering Philadelphia, Washington, Richmond, Va., and neighboring territory.

W. W. Creswell, Texas representative of Lehn & Fink, is expected in New York within the next few weeks to spend a short vacation and confer with the house before entering on the fall campaign.

Another Lehn & Fink representative, W. J. N. Gervais, who looks after New York State's interests as well as his own, comes to the city next week for a visit.

**Rochester.**—F. E. Marvin is faithfully performing his good work for Colgate & Co. He was in Rochester about the middle of this month in their interests.

H. E. Jones is showing an excellent line of goods from the firm of Bristol Myers Company, of New York. As usual, he has something of interest to the retail dealer in dressings and surgical supplies.

George B. McLeod asks just a minute of our time for examining his lists and samples. Mr. McLeod is still with the Empire State Drug Co.

W. J. N. Gervais comes from Lehn & Fink, New York. He was in Rochester several days last week and took several fine orders.

F. L. Washbourne announces his coming on the 28th in the interests of W. J. Bush & Co., of New York, with whom he has been associated for some time. Mr. Washbourne is always sure of a hearty welcome to our city.

Wm. J. Hynes, representing Archibald & Lewis, New York, was another of our last week's callers, and like the others was gladly received and supplied with all the orders we could conscientiously give him.

O. J. Snow, of the firm of C. W. Snow & Co., Syracuse, made his mid-May bow to Rochester druggists, and captured our orders for the goods he carries.

**Buffalo.**—H. K. La Force, who goes on the road in the interest of the vanilla and essential oil specialties of the New York house of Manheimer & Eben, was in Buffalo this month, doing a good business.

Justin Keith, who was here during the last half of April, selling crude drugs for J. L. Hopkins & Co., is with us again for the last half of May, doing his usual good business.

The business in various grades and sorts of brushes took a step forward on the arrival during May of J. L. Fonda, who travels in the interest of George R. Gibson.

G. A. Fuller still sells the Ed. Pinaud, Paris, perfumes, and knows how to do his part of holding trade as well as the perfumes themselves do. He was here late in May.

G. W. Corning has just arrived with a full line, as the notices used to say, of the specialties of Parker, Stearns & Sut-

ton, which he will lighten considerably before he goes on to the next town.

The Upjohn Pill & Granule Company, of Kalamazoo, sends us as its special representative H. S. Mead, who is always trying hard, as his fellow travelers are, to get in when the druggist is out of his wares.

The Mechanical Rubber Company, of Cleveland, which makes quantities of druggists' sundries, send this way Mr. Von Boemle, to look after its interests in the Pan-American city.

H. Leerburger, of the essential oil firm of Leerburger Brothers, New York, has already made his May call on his Buffalo customers and gone away down the road.

**Boston.**—Mr. Douglass, of the Douglass Manufacturing Company, made a recent trip to the Hub. "New Skin" (Liquid Court Plaster) is in good hands.

H. W. Thomas, representing F. R. Arnold & Co., New York, has just completed a successful trip in this section. He is a master hand at his art; the druggists' sundries of his house are shown to the best advantage.

W. A. Hodgdon, of Malden, Mass., has been booming the Kennebec Spruce Gum, and it is expected that the Hub streets will be thronged with appreciative gum chewers during the coming season.

Herman Reichers, the capable agent of Geo. Leuder & Co., New York, has had a pleasant and profitable canvass in this vicinity. The essential oils in his care are handled in true business style.

The cheery countenance of Rudolph Wirth looked in during the past week, and everything rolls smoothly for his firm, E. Fougere & Co.

Gen. N. W. Day is an old friend to the trade, receiving always a cordial welcome. His last trip was of his usual order, quick and to the point. Schieffelin & Co. have a fine line of druggists' sundries in the hands of this skillful agent.

George J. Presby, formerly with the American Soda Fountain Co., of this city, but now a member of the staff of the Magnolia Springs Co., Magnolia, Fla., left the Hub about February 1, intent upon business, with Havana as his destination. Mr. Presby was recently burned by the breaking of a carboy of sulphuric acid, but has now fully recovered.

That old stand-by, Rudolph Wirth, recently closed a successful trip in this section and sent a bundle of orders to E. Fougere & Co., of New York.

**Philadelphia.**—E. W. Bowman, representing W. J. Bush & Co., of New York, recently was in this city booming essential oils for his house.

H. C. N. Smith has obtained some nice orders from the jobbers for the International Emery & Corundum Co., of Chester, Mass.

John B. Raser of Reading, Pa., is pushing his Root Beer Extract in this territory, but seems to be doing more with the grocers than the druggists.

A. B. Willson has gone South to look after the interests of Stallman & Fulton and Ungerer & Co., both of which firms he so ably represents in the Philadelphia territory.

The Emerson Drug Co., of Baltimore, seem determined to plunge us in gloom, for they have again robbed us of the genial countenance of our old friend, Dr. T. Askew, who is called upon to work the Baltimoreans for a short time. We are all praying for his early return.

The Kohler Manufacturing Co. of Baltimore have dispensed with salesmen and are relying solely on circular advertising to create a demand for their goods. Mr. Dandeleit has now a force of distributors engaged in that work.

H. E. Brunner has taken a trip up the State to increase the sale of Royal Glue in that territory.

Our regular visitor, Fred. Fenno, has come and gone, and that his labor has not been in vain, the books of Wallace & Co. will attest.

Friend Wirth has done us up again, but we always enjoy the process when Rudolph does it. He has such an agreeable Fougere way with him.

John Van Dusen, Jr., is showing a fine line of bristle goods and druggists' sundries. His office and sample room is at 491 Bourse.

Rob't Wallis, a well-known drug salesman, is now booming business for the Cunningham Supply Co., 518-520 Locust street.

**Cincinnati.**—Henry Beck, Chicago manager for Dodge & Olcott, of New York, called on local jobbers during the past week.

T. P. Cook, general manager of the New York Quinine & Chemical Company, was a recent visitor to the Queen City.

Charles Griffith, a clever commercial tourist, who represents the Herf & Freericks Chemical Company, of St. Louis, was in town this week on business.

Peter Robertson, one of the American representatives of A. Chiris & Company, of Paris, France, was here recently in the interest of his widely known concern.

Frank P. Tracey, the hustling windy city representative of Charles Pfizer & Company, booked many fat orders here during the past few days. He says that his trade has been good elsewhere also.

J. P. Johnson, the well known western representative of Merck & Company, discussed affairs of a chemical nature during the past week and jotted down some fat orders for his staple wares.

**Chicago.**—Alec R. Lewis, general manager of the traveling forces of Johnson & Johnson, has been here looking over the new stock and new home of the J.'s at 47 Franklin street. When Mr. Lewis was Western manager, with headquarters in Chicago, they were located on Randolph, but the business has grown, and the Chicago hustler, Alex. Harris, has been a prominent factor in its growth. He was at one time the star perfume salesman for Freeman's perfumes, but since coming with the J.'s has twice carried away the \$300 prize.

J. K. Post, the new Western salesman for Welsch Grape Juice Co., is again in Chicago. Mr. Post was at one time with John M. Maris & Co., and traveled the New England States. He comes originally from Rochester, N. Y.

Charles E. Matthews, manager for Sharp & Dohme, Chicago house, is at the Park Hotel, Mt. Clemens, Mich. He has been suffering with a bad case of rheumatism for some months. He thought the baths and a rest would benefit him.

Robert Stevenson, Sr., of the firm bearing his name, is in Boston. He will remain in the cultured center some two months.

## HINTS TO BUYERS.

Columbian spirit, manufactured by the Manhattan Spirit Co., of Buffalo, is a standard article for all uses where a methyl alcohol is indicated.

Attractive advertising matter for counter distribution will be furnished by the Garfield Tea Co., of Brooklyn, N. Y. This line of remedies has proved profitable and of ready sale.

Many druggists have found a ready sale for bottled whiskies. We invite the attention of our readers to the advertisement of Wm. Lanahan & Son, of Baltimore, which concern is well known as the distiller of the famous Hunter Rye.

A cheap and effective drug mill is that manufactured by A. W. Straub & Co., 3737 Filbert street, Philadelphia. The makers will forward this on trial to any part of the United States, and if satisfactory, liberal terms will be offered. This mill will readily grind gums, barks and all other difficult substances.

If your jobber does not keep Leonhard's T. L. brand, extra, and Leonhard's Diamond brand, standard, of pure white, sun bleached beeswax, you should write direct, mentioning this paper, to Theodor Leonhard, Paterson, N. J. These high class brands conform in every particular to U. S. Pharmacopoeia standard.

A thoroughly equipped factory and improved machinery enable the Sayford Paper Specialty Co., of Camden, N. J., to offer to the trade bottle caps which compete at every point with those imported. This is an article which every dispensing pharmacist should use. The company invites correspondence.

Creating a demand for Mack's kidney plasters helps to sell them. That is the reason why the J. Ellwood Lee Co., of Conshohocken, Pa., are advertising these goods more than ever, and why druggists find that they have to order quite frequently. When you send in your next request mention the AMERICAN DRUGGIST.

The hydro-carbon burner, an advertisement of which will

be found in this issue, has been found of great practical value in laboratory work as well as for other purposes where a flame is required. This burner generates gas from kerosene, and is easily and cheaply operated. The company's address is 197 Fulton street, New York.

Appreciation of the value of the vegetable ferment, Caroid, grows with time, and the article is to-day in general use in all parts of the country. It has certain advantages which make it a favorite. Druggists would do well to carefully read the advertisement of the American Ferment Co., which will be found in this issue.

There are hundreds of charming summer resorts in the lake country of Illinois, Wisconsin, Minnesota and Michigan. For illustrated booklets, "Summer Homes for 1901" and "In the Lake Country," send address with 6 cents in postage to F. A. Miller, General Passenger Agent, Chicago, Milwaukee & St. Paul Railway, Chicago, Ill.

Elbow grease is an essential factor in keeping everything about your drug store and your soda fountain brightly polished, but the work is made much easier when you use the Barkeeper's Friend. Get a free sample. All you have to do is to write to Geo. Wm. Hoffman, No. 295 East Washington street, Indianapolis, Ind., and mention this journal.

Pharmacists throughout the country report an excellent demand for the "Mizpah" pessary, manufactured by Walter F. Ware, of No. 512 Arch street, Philadelphia. Claimed to be an unexcelled uterine supporter, and the only pessary on the market that does what it is claimed to do, little surprise is felt at its ready sale. Mention this journal when you write.

A thoroughly impervious box is in demand by pharmacists everywhere. By specifying "Mt. Washington" in orders to jobbers, a thoroughly reliable box will be obtained. The line is manufactured by the Mt. Washington Box Co., of Boston. The boxes are impervious to bases of all kinds, and the covers fit snugly. Be sure to specify Mt. Washington when ordering.

This is the season of the year when cooling drinks with tonic effects should be in every household. Not only do physicians recommend McAvoy's Malt Marrow, but it is said to net the pharmacist the largest profit, and contains less alcohol than any other. Write for agency and advertising to the McAvoy Extract Department, Chicago, Ill., mentioning this paper.

Neat and attractive printing helps to sell goods of all kinds. The up-to-date pharmacist knows this, and that explains why he is always to be found fully supplied with handsome labels, and why he issues calendars, etc., in their season. If you want to be in line and get the best send 10 cents in postage for latest samples to E. B. Read & Son, Baltimore, Md. Tell where you saw this.

If you are seriously thinking of making your pharmacy attractive this summer, why not communicate with the Chicago Wire Chair & Table Co., of Nos. 153 to 201 Fisk street, Chicago? They are manufacturers of soda stools, chairs and tables made of tempered steel, indestructible, attractive, cleanly, comfortable and inexpensive. Send for prices and mention this paper.

Druggists who push the Allenburys' Foods, manufactured by the Allen & Hanburys, Ltd., of London, find that it pays them to do so. Some of the other special preparations of the house, which was established in 1715, are equally sure to meet with approbation if given a fair trial. Write for price list and literature to the U. S. A. branch, at 81 and 83 Fulton street, New York.

A handsome, accurate scale is both an ornament and a necessity for every pharmacy. Special attention is called by the Springer Torsion Balance Co., of 92 Reade street, New York City, to its new No. 20 counter scale. It meets all ordinary demands and gives perfect satisfaction. When writing for further particulars and catalogue state where you saw advertisement.

Standard materials are appreciated by the careful druggist, which goes to explain the demand for the tin foil and bottle caps, pure tin foil for drugs, gold tissue foil for wrappers, metal capsules, etc., manufactured by the John J. Croeke Co., of No. 186 Grand street, New York, and No. 80 Illinois street, Chicago. Mention the AMERICAN DRUGGIST when writing for prices.

The Antikamnia Chemical Co., of St. Louis, announce that after the expiration of the present revenue law, on June 30, 1901, there will be no change in the price of Antikamnia preparations. The price was \$1 per ounce before the enactment of the law, and there has been no change since the law went

into effect, in 1898. In short, the price was \$1, is \$1, and will remain \$1 per ounce.

It pays to recommend Wine of Cardui, says the Chattanooga Medicine Co., of Chattanooga, Tenn., because it gives complete satisfaction. Besides that, the profit is large, and the sale is helped along by Cardui books, song books and show cards, which will be sent on application. Send in your order as per the attractive prices quoted in the advertisement, and mention the AMERICAN DRUGGIST.

The line of electric batteries, arm electrodes, wrist and ankle electrodes, extra long insulated hard rubber electrodes, etc., manufactured by P. G. Williams, of 12 Vesey street, New York, is admittedly of high grade, perfect workmanship and modest price. The advertisement will be found on the back cover of this issue, and correspondence will develop any further information needed.

It is held that the Eureka Carbonators, manufactured by the Bishop & Babcock Co., make perfect carbonated water at the lowest cost. They appeal to druggists because they are simple in design, easy to operate, and have capacities ranging from 35 to 300 gallons per hour. Send for catalogue to the offices of the company, either at New York, Chicago, Cleveland or St. Paul. Mention this journal.

The demand for laxatives is steady and regular the year round, and when druggists find one that is well advertised to the public, that gives satisfaction and that can be sold at a profit, they are inclined to push it. This accounts in part for the big sales of California Fig Syrup. Write to the company either at San Francisco, New York or Louisville, Pa., and state where you saw the advertisement.

The point at which the druggist either succeeds or fails in his summer business is the soda fountain. Experience has shown that soda water consumers have become discriminating in the matter of flavorings. The Perfecto Crushed Fruit and fruit juices have given complete satisfaction wherever used. We invite the attention of our readers to the advertisement which will be found on another page.

Purity in essential oils is a most desirable attribute, and it is one the druggist can be certain of when he orders from such an old-established house as W. J. Bush & Co., of London, England. The New York office of the company is at No. 5 Jones Lane. Specialties are oils lemon and orange, oil neroli, and fruit oils, essences and colors of the best grades. When you write state where you saw this notice.

Our cultured Boston correspondent, in commenting upon "Nu-Ray" essence for making bay rum, says: "Watch its upward flight as it rises to take its place among the stars in the firmament of reputation." Our breezy Chicago scribe says: "It gets there." Our readers everywhere will find it greatly to their advantage to try this new essence of bay, which promises to revolutionize the manufacture of bay rum.

About as neat and attractive a line of perfumes and salts ever shown in this country is that of the Crown Perfumery Co., of London, the New York office of which is at No. 343 Broadway. Just now the company is pushing its new 25-cent size of Crown Lavender Salts, the list price of which is \$2.25 per dozen. This line only needs to be seen to prove a ready seller. Try it, and mention this paper when you write.

It is reported that by making a display of the Marvel Whirling Spray Vaginal Syringe in his show window, a New York druggist is selling a gross a month. Other claims for the syringe are that it is the only one that completely cleanses the vagina, that it sells at sight, and that it pays the retailer a big profit. Say where you saw this notice when you write to the Marvel Co., Room D, Times Building, New York City.

To the young man who lives in the Middle West and who is desirous of embracing pharmacy as his vocation in life, no better advice can be given than to send for Circular D to Prof. Oscar Oldberg, Ph.D., dean of the Illinois College of Pharmacy, No. 2421 Dearborn street, Chicago. This is the School of Pharmacy of the Northwestern University, which offers unsurpassed advantages. The next annual course begins on September 23.

This is the season of the year when druggists should be equipped to supply their photographic customers. We invite their attention to the advertisement of the C. P. Goerz Optical Works, of 52 Union Square, East, New York. The combination of the Goerz Lens with the Eastman Kodak makes a camera which leaves nothing to be desired. It is the highest type of amateur outfit, is sold at a reasonable price and affords the dealer a satisfactory margin of profit.

The fact claimed by G. W. Meredith & Co., East Liverpool, Ohio, that Meredith's Diamond Club Pure Rye and Meredith's Pure Malt Whiskey are officially recognized and prescribed by the medical profession in every part of the United States should be sufficient reason for their being found in every druggist's stock. It is said for both brands that they are double distilled and the product of 24 years' studious thought, while there are absolutely no adulterations. Mention this paper when you order.

For many of the delicacies that a thirsty public will find at soda fountains this season they will have to thank Rippey's Powdered Foamaline, an article prepared expressly for manufacturers of ice cream, fruit frosts and water ices, by Wm. Rippey, of No. 122 East Second street, Cincinnati, O. Pharmacists should bear in mind that it not only enriches ice cream, but that it adds to its bulk. Send your address, mentioning the AMERICAN DRUGGIST, and get not alone full particulars and prices, but valuable formulas.

In suggesting the use of Kymo, which they claim reduces the cost and improves the quality of ice cream, the Kymo Co., of Little Falls, N. Y., use the simple and unanswerable argument, "Why not save from 50 to 100 per cent. and please your customers?" An improvement has been effected this year whereby an even richer and smoother ice cream is produced than ever before, one that is more creamy in texture and color. It will pay druggists to investigate. Send 15 cents for sample and descriptive circular, mentioning this paper.

Montserrat Lime Juice, manufactured and imported by Evans & Sons, Ltd., 133 William street, New York, is shown by analysis superior to any lime juice in the market. This house has always made a feature of selling their product chiefly through the drug trade. The chemical knowledge which druggists possess has made them discriminative of quality, a point which is a closed door to other trades. This is the beginning of the season when lime juice is in active demand, and druggists will do well to supply themselves with this standard brand.

### Rough on Corns Does Not Evaporate.

"Rough on Corns," as now prepared, does not evaporate. Druggists may return old stock and the manufacturer will send new in exchange. New wrappers will be sent upon receipt of old. For details address E. S. Wells, Jersey City, N. J.

### Anusol—A Pile Remedy.

Of recent remedial agents that have been called to the attention of the medical profession, few have met with such large and steadily increasing demand as Anusol, which, as a local specific for hemorrhoids, is being almost universally prescribed. One of the many advantages claimed is that it can be administered at any age and to both sexes under any condition. The remedy now comes in suppository form, which saves the druggist the work of making them himself and the physician the necessity of writing out the dosage. Mention the AMERICAN DRUGGIST when writing to your jobber or to Schering & Glatz, No. 58 Maiden Lane, New York City.

### An Ad that Drew.

A curious complaint comes to us from the Independent Brewing Association, of Chicago, the manufacturers of Prima-Tonic, the first insertion of whose advertisement in the AMERICAN DRUGGIST was printed on page 11 of our issue for May 13. The Independent Brewing Association in a recent letter to the advertising manager of the AMERICAN DRUGGIST say:

"Before a copy of the AMERICAN DRUGGIST containing our advertisement came to hand we had received nine inquiries in regard to it from druggists in five different States.

"Letters are arriving by every mail, and we are shipping displays as rapidly as possible, though we have had to notify many applicants that their requests will be filled in the order of their receipt, displays being forwarded as rapidly as possible.

"We do not wish to lose the friendship of any one, but if our advertisement continues to draw in the way it has done, we may be obliged to discontinue it for a time."

The above is surely excellent testimony of the value of the AMERICAN DRUGGIST as a medium for advertisers. It shows that the advertising pages of the AMERICAN DRUGGIST are carefully read by all subscribers.



# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, JUNE 10, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Lic. Phar., Associate Editor.

Chicago Office, 227 Randolph Street.

ROMAINE PIERSON, Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office, \$1.50

Foreign Countries, 2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### THE DRUGGIST'S RESPONSIBILITY AS TO DOSAGE.

The pharmacist should carefully study every prescrip-tion that passes through his hands so as to make sure not only that he furnishes what the prescriber ordered, but that the prescriber has ordered what he really wants, and it is possible that this inquiry should sometimes go so far as to the determination of the question whether or not the prescriber knows what he ought to want. It is on this last phase of the question that the physician and the phar-macist most frequently fall out, and a case has recently come under our notice in which the pharmacist took what certainly was an unwarrantable liberty in changing the amount called for in a certain prescription on the theory that whatever the physician may have ordered he would not furnish a larger dose than what he—the pharmacist—looked upon as a safe dose of this particular drug.

In the case in question a dose of one-fifteenth of a grain of physostigmine salicylate was ordered to be taken once a day. The pharmacist, without consulting with the prescriber, who was one of the most eminent practitioners in the United States, dispensed pills containing one one-hundredth of a grain of the salt. The patient having ob-served that ready made pills were used, and being preju-diced against them, had the prescription refilled at another place, when such marked physiological action followed that he went to the first druggist and censured him for having used ready-made pills, which this experience proved were not so active as those freshly made. The dis-penser thereupon coolly informed him that the doctor had ordered an excessive dose, and that instead of dispensing the prescription as written he had furnished pills contain-ing one-hundredth of a grain each instead of one-fifteenth of a grain as ordered. It must be quite evident to every one that in this instance the druggist has assumed undue authority. It is quite sufficient for the dispenser to make sure that the dose ordered is precisely that which the phy-sician wants, save possibly in cases where the amount is so excessive as to be poisonous beyond all question. This is not the case in the prescription under consideration, for the dose of physostigmine salicylate is laid down in the National Dispensatory as from one sixty-fifth to one-twelfth of a grain, though Lewin gives the maximum dose as one sixty-fourth of a grain, while the United States Dispensatory says that the maximum beginning dose is one-thirtieth of a grain, to be gradually increased.

In this case the exceptionally high standing of the pre-scriber should have made the druggist very cautious in-deed in questioning the correctness of the prescription, and even if in doubt the dispenser was not warranted in taking the liberty of making a change without first con-sulting with the physician.

### NOMINATIONS FOR THE BOARDS.

IN the majority of States the State associations are vested with authority to nominate to the Governor a specified number of competent men, from among whom the Governor appoints members to fill any vacancies which may occur in the Board of Pharmacy. While this arrangement is, on the whole, a very desirable one, a failure to appreciate the responsibilities devolving upon the association not infrequently leads to very unfortunate complications. It has in many States come to be the practice to renominate for membership on the Board the retiring member and to fill out the remainder of the required quota of nominations by a merely perfunctory and purely complimentary mention of men who are not expected to receive the appointment, who would not accept it if tendered them, and who in some cases are not even fitted for it. The danger incident to this method of procedure has been shown in two instances in certain States where, because of political affiliations, the Governor did not reappoint the nominee whose reappointment he was given plainly to understand would be most acceptable to the association, but did appoint from among the nominees men who were not at all fitted for the work, to the great consternation of the pharmacists who had been instrumental in bringing their names before the Governor. In one instance, in fact, a mild protest was lodged with the Governor, who made the very apposite retort that, since the appointee had been nominated by the association, there could be no question as regards his fitness to perform the duties required as a member of the Board of Pharmacy. In the instances named, therefore, what was merely intended as an empty compliment was taken seriously by the appointing power, as was perfectly right and natural.

At a recent meeting of a State association one of the nominees begged leave to have his name withdrawn, since he declared that it would be impossible for him to act even should he receive the nomination. This declaration was made in all seriousness on the open floor, and was apparently given full credence by the members, some of whom, nevertheless, insisted upon his allowing his name to remain on the list of nominees, even though he would not serve. In effect this narrowed the nominations down to two, three being the number originally provided for.

If tactics of this kind are persisted in we may find governors themselves assuming the initiative, as did the Governor of Illinois, and insisting upon their power to make their own appointments regardless of any nominations whatever.

In view of the somewhat anomalous position occupied by the State Board of Pharmacy in the State government, it is well for pharmacists to avoid very carefully any action which might possibly be construed as flavoring of political methods in their efforts to bring about the appointment of any particular nominee, and they should further see to it very carefully that all the men whose names are handed to the Governor should be thoroughly qualified both mentally and morally for the very responsible duties which devolve upon a member of an active Board of Pharmacy.

### THE RESPONSIBILITIES OF THE PHARMACIST.

THREE decisions have been rendered in the superior courts during the past month which are in the direction of fixing definitely upon the pharmacist the fullest measure of responsibility not only for his own acts, but for those of his agent. In a case which has just been decided by the Supreme Court of the State of Iowa, the personal responsibility of the pharmacist is laid down very clearly and in a manner which permits of no evasion. The case referred to is that of *Orrin Burgess vs. Sims Drug Co.*, of Des Moines. The plaintiff, who is by trade a plasterer, took a prescription to the defendant company to be filled. This prescription called for an eye lotion, and in compounding it the clerk made an error, as the result of which the removal of the eye to which it had been applied became necessary. In the lower court the plaintiff was awarded \$900 damages, from which award the defendants appealed to the Supreme Court of the State.

The appeal was based on the ground that the defendants had exercised due skill and care in employing a graduate pharmacist, and that their responsibility ended there. In support of this view of the case citations were made of cases in which railways had been held not to be responsible for the damages accruing from the negligence of railway surgeons, on the ground that they had exercised due care in employing competent surgeons. Other cases were cited also in which it has been held that banks are not responsible for mistakes of notaries in their employ, it having been shown that they employed only skilled notaries.

The Supreme Court holds, however, that the cases cited are not on all fours with that under appeal, for surgery was not within the scope of the work of the railroad company proper, nor was notarial work within the scope of the legitimate work of the bank, and since these companies had exercised a due degree of care in selecting persons skilled in the special work that they were called upon to perform, they were acquitted of responsibility for damages arising from any negligence on the part of these experts. In the case of the drug company, however, the filling of prescriptions is within their special province, and is the most important function which the company is called upon to perform; for that reason any damage arising from a negligent performance of that particular function is chargeable to the company itself. The appeal was denied, and the judgment of the lower court awarding \$900 damages was affirmed.

The other cases referred to are reported in our Ohio news letter, and in both these cases the responsibility of the seller of poisons for their illegal use is very clearly set forth by the court. In these cases, however, the responsibility is of quite a different nature, arising from a failure on the part of the seller to comply with the laws regulating their sale.

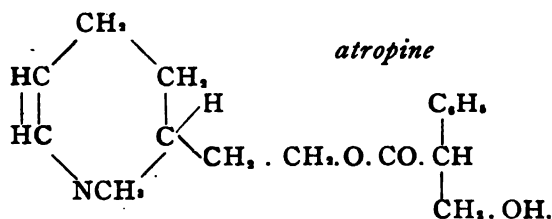
On the whole, it behooves pharmacists to bear in mind the fact that they are expected and will be required by the courts to exercise a special degree of care and skill in handling poisons, or that otherwise they will render themselves liable for damages.

## DRUG STANDARDS AND HOW TO ESTABLISH THEM.

By A. R. L. DOHME, PH.D., BALTIMORE, MD.

### THE ALKALOIDS OF BELLADONNA (*Continued*).

IN my previous paper on this subject (*AMERICAN DRUGGIST*, vol. 38, page 219), I discussed the methods of establishing drug standards, and gave details of the active principles and assay methods of aconite and aloes. In continuation of these assay standards I will next consider the drug, belladonna, including its root and leaf, and the same parts of the allied drug, scopolia. It has been customary, and is to-day usual, to consider the active principle strength of belladonna by the amount of total alkaloids it contains, inasmuch as it has been pretty well established that all the so-called mydriatic alkaloids of belladonna possess the same therapeutic properties, and all of them should be considered. When one speaks casually of belladonna, it is not uncommon to consider atropine as its active principle, and no doubt atropine produces practically the same therapeutic effect as does belladonna. But, despite this fact, belladonna leaf contains but little atropine, as the alkaloid preponderating by far in nature in the drug is hyoscyamine, which although isomeric with atropine (both have the formula  $C_{17}H_{23}NO_3$ ), is not by any means identical with it chemically or therapeutically. The constitution of atropine is known, and is atropine tropate, and Ladenburg has made atropine synthetically from the alkaloid tropine by acting upon it with tropic acid in the presence of dilute hydrochloric acid. Graphically it is:



What the constitution of hyoscyamine is is not known, but Ladenburg thinks it represents a case of physical isomerism similar to racemic acid and dextro and lævo-tartaric acids—i. e., atropine-like racemic acid is optically inactive, but can be split up by fractional crystallization into a lævo-hyoscyamine and a dextro-hyoscyamine, just as inactive racemic acid is so readily broken up into lævo and dextro-tartaric acids. It is well known that atropine is the stable form of the molecule, and that even the presence of alcoholic potash or sodium carbonate will convert hyoscyamine into atropine. In fact, it is because it is so difficult to keep hyoscyamine from passing over into atropine that makes hyoscyamine cost about three times as much as atropine, although the drug contains three times more hyoscyamine than atropine in the natural state.

### BELLADONNA AND SCOPOLA.

As to the other alkaloids, scopolamine is identical with hyoscyne, both having the formula,  $C_{17}H_{21}NO_4$ , and they yield on being split up by acids, scopolamine,  $C_8H_{15}NO_2$ , and tropic acid, while atropine and hyoscyamine yield in the same way atropine  $C_8H_{15}NO$  and tropic acid  $C_8H_9O_3$ . The atropine of Hesse is identical with I. Scopolamine—i. e., inactive scopolamine. Hence, the alkaloids of belladonna are hyoscyamine, atropine and hyoscyne, it being preferable to continue the alkaloid,  $C_{17}H_{21}NO_4$ , under the name hyoscyne rather than change it to scopolamine, since the present Pharmacopœia has

called it by that name, and it was originally so named by its discoverer. It has been established that Scopolia Carniolicum contains almost entirely hyoscyamine and hyoscyne (scopolamine), and but little, if any, atropine. The assay of both drugs is made in the same way, and I have found Keller's method the best for the purpose. As to the relative value of scopolia and belladonna roots or leaves, an extended and complete report will be made at the annual meeting this year of the American Pharmaceutical Association by the Research Committee of the Scientific Section thereof. As this is in the hands of Messrs. Prescott, Rusby, Schlotterbeck, Bartley and Horatio C. Wood, Jr., representing the chemistry, botany, pharmacognosy and pharmacology of the two drugs, we may expect to have the question settled at that time. In my experience with both drugs, I have found that the scopolia is richer in alkaloids than the belladonna as a rule, and pharmacologically is a bit more active than belladonna. It is worthy of mention here that much of the drug sold in recent years as belladonna leaf is scopolia leaf, although the distinction is not difficult to the naked eye. The scopolia leaf is thinner, grass green in color, more crumpled in appearance, and less narcotic in odor. If you get hold of a nice grass-green belladonna leaf, you may also be certain that you have a scopolia leaf in hand. The standards for belladonna have been given in the first paper, the leaf 0.35 per cent., and the root 0.45 per cent. total alkaloids.

### BLOODROOT.

That bloodroot has a pronounced therapeutic value is, perhaps, in no better way demonstrated than by getting too close to some of its active principle without a good respirator over your nostrils. It is difficult to find a substance that is more fierce in its assault upon the mucous membrane than sanguinarine. The alkaloid sanguinarine is most likely the active principle of the drug, and its pharmacology may be stated thus: (1) Little depressant action, but considerable excitement of central nervous system, much resembling codeine in this respect; (2) it slows the heart by slowing the muscles; (3) it paralyzes the peripheral sensory endings when applied locally, this paralysis being preceded by irritation; (4) it causes peristalsis of the bowel, and increases secretion of saliva. The assay of bloodroot is a rather simple operation, and merely consists in determining how much total alkaloids the drug contains. It has been shown that bloodroot contains three and possibly more alkaloids—viz., principally chelerythrine,  $C_{21}H_{17}NO_4$ , forming yellow colored salts with acids, sanguinarine,  $C_{20}H_{15}NO_4$ , forming red colored salts with acids, protopine,  $C_{20}H_{17}NO_5$ , also contained in opium and chelidonium. It also contains 3.5 per cent. of resin soluble in alcohol, insoluble in water. Sanguinarine crystallizes in colorless needles, melting at 211 degrees C., insoluble in water, soluble in alcohol and ether. The alkaloids are combined in the drug with malic and citric acids. Manufacturers have established a standard of 2.5 per cent. sanguinarine, but this probably consists of a mixture of the above alkaloids.

### CASCARA SAGRADA.

For many years this, the most largely used drug in the Pharmacopœia, has been prescribed and used merely as so many others have, by general appearance and bitterness. Of course, all sorts of results are inevitable, as it necessarily is not always delivered to us by nature alike, and some is weak and some strong in active principle. The bitterness criterion is fallacious, as the bitter principle is distinct from and bears no relation to the laxative principle, purshianin. Next came the "amount of ex-

tractive" criterion of value and strength, and pending further investigation or the absence of more accurate knowledge, it probably was as good a criterion as was possible. It is also fallacious, however, as it embraces many other substances besides active principle, and these may be small in preparations where the extractive percentage is high and *vice versa*. The work of the writer, and his assistant, Dr. Engelhardt, in 1897 (Dohme & Engelhardt, Proc. Amer. Pharm. Assoc., 1897; p. 193, The Chemistry of Cascara Sagrada), first cleared up this chapter of pharmaceutical chemistry, and showed that the active principle of the drug was a glucoside which they named Purshianin, and which is split up in the intestines or by hydrolysis with dilute acids in the laboratory into rhamnose and emodin (a trioxymethylanthraquinone). The drug probably also contains some free emodin, as the ferment which it contains has the power, as in cases of buckthorn and rhubarb, of performing in nature what hydrolysis with dilute acids does in the test tube—viz., splitting up the glucoside, purshianin, into the sugar, rhamnose, and the trioxymethylanthraquinone, emodin. It was formerly a by-word with cascara sagrada that it must be "aged" to deprive it of its griping proclivities, and in the absence of more definite knowledge this was proper, as we certainly don't want to be griped if we can in any way avoid it. But investigation has shown us that this "aging" is merely giving the ferment a chance to get in its work, and instead of paying two years' storage on the drug to give nature this chance to help us, we can help ourselves by hydrolyzing the drug, and producing exactly the same effect of splitting up the glucoside into emodin and rhamnose. It is hence just as easy to get a gripeless preparation of cascara sagrada from a fresh drug as from one that has been stored away for two years or more, and, like whisky, increased in value to the owner by the process.

#### THE OXYMETHYLANTHRAQUINONE CONTENT THE STANDARD.

By determining the total oxymethylanthraquinones in cascara sagrada, we determine the total amount of those principles in the drug that produce peristalsis, and are hence the active principles of the drug. In no other way that I know of can you assay cascara sagrada, for the amount of purshianin will not be a correct criterion, as the drug contains besides purshianin some free emodin, and perhaps other oxymethylanthraquinone containing glucosides that would escape determination. If we get out all the oxymethylanthraquinones, we can rest assured that we have extracted all the substances that produce peristalsis, and are hence of moment in establishing the laxative strength of the drug. I have found that 1.75 per cent. of total oxymethylanthraquinones represents the average content of prime, genuine cascara sagrada bark from the virgin forests of the Sierras of Oregon. Tschirch has published some statement about frangula containing 2.75 per cent. of these substances, and cascara sagrada only 0.61 per cent., but these figures have either been mixed up in the publishers' drawer, or he has had in hand some unsightly poor cascara, and some mighty good frangula. Certain it is that cascara is more active than frangula as a laxative, and certain it is that my assays thus far have shown that cascara contains considerably more oxymethylanthraquinones than frangula.

#### CINCHONA BARK.

Here we have always had trouble, and are having it to-day. We all know that cinchona bark contains many alkaloids, and also that a determination of the total alkaloids of a bark will not give us a reliable criterion of its

therapeutic strength. The reason is that of the alkaloids of cinchona only three are known and generally considered to possess therapeutic value—viz., quinine, quinidine and cinchonidine, the fourth alkaloid of importance in the drug, cinchonine, possessing but little value as a febrifuge. Now a drug may contain eight per cent. of total alkaloids, and apparently be good, but if of these eight per cent. five should be cinchonine, it would not be so good after all, and we would be led astray by our standard. It is customary in Java and Amsterdam, where the bulk of the cinchonas are grown, assayed and sold to-day, to state in addition to the total alkaloids the amount of quinine present. This helps to give us a correct idea of the value of a bark, but is not telling us all we can and should know, in my judgment. I say in my judgment advisedly, as it is to-day universal to buy and sell cinchona barks by the total alkaloid and quinine assay, and when I differ from this I am running counter to the accepted standards of to-day. However, I believe it will be admitted that total alkaloids and quinine may also at times mislead us, and that if we can establish a standard that will determine for us all the quinine, quinidine and cinchonidine in a cinchona bark, we will be nearer a true criterion of its febrifuge strength than if we merely rely on totals and quinine. I have assayed cinchona barks that contained nine per cent. total alkaloids and 1.75 per cent. quinine, and were yet inferior cinchonas because of that remaining 7.25 alkaloids over 4.5 was cinchonine, leaving only 2.75 per cent. for quinidine and cinchonidine and other alkaloids. It so happens that all the three desirable and valuable cinchona alkaloids, quinine, quinidine and cinchonidine, are soluble in ether while cinchonine is insoluble or practically so in ether.

#### THE CRITERION OF VALUE FOR CINCHONA BARK.

In my judgment the amount of ether-soluble alkaloids in the cinchona bark is the most nearly correct criterion we have to-day of the value of a cinchona bark, for by determining the percentage of alkaloids in a bark that a definite amount of ether will dissolve, we get out of the bark all of the quinine, quinidine and cinchonidine, and none of the cinchonine. The amount of the ether (which should be of no higher spec. grav. than 0.725) to be used for a definite amount of bark will be determined so that it will not be enough to dissolve any cinchonine, and yet dissolve all the quinine, quinidine and cinchonidine. This can be done, and by means of it we can determine the correct amount of ether soluble alkaloids in any cinchona bark. As it is a more correct standard of therapeutic strength of a cinchona bark than the present standard of total alkaloids and quinine, and is at the same time a much simpler and shorter process of assay, I believe it will sooner or later be adopted generally for the valuation of the cinchona barks, except perhaps in those cases where quinine is all that the buyer is after in a bark, and this is but seldom, if ever, the case.

(To be continued.)

#### SHERBET.

Concentrated lemon syrup.....	ozs. 4
Concentrated orange syrup.....	ozs. 8
Raspberry syrup.....	ozs. 8
Grape syrup.....	ozs. 16

Fill a twelve-ounce, "blown," soda glass two-thirds full of shaved ice; use one and a half ounces of the syrup; draw "solid," and serve with straws, a slice of orange and two or three fresh raspberries.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

## BOOK KEEPING, ACCOUNTING, AND FINANCIAL.

### MISCELLANEOUS SYSTEMS OF ACCOUNTING.

#### Card Systems.

CARD systems of accounting are much in vogue at the present time and their advocates, the manufacturers, refuse to admit that they are not applicable to any and every business and accounting or recording of any sort, but although I have carefully looked into the various card systems, I have yet to find one that is applicable to keeping the accounts of a retail drug business.

#### THE CARD LEDGER

is a series of cards ruled like the pages of an ordinary ledger, all cut of exactly the same size, and standing on edge in drawers, boxes or trays, and arranged alphabetically and otherwise classified as desired by indexes and guide cards.

The card ledger is undoubtedly the simplest and easiest worked of all ledgers, but it does not seem to be adapted to a business of small transactions like the retail drug business.

From statistics that I have been able to gather I have figured out that the average sale amounts to about thirty cents, or, in other words, in a business of \$60 a day, the number of customers served was about two hundred. In an ordinary business the charges will amount to from ten to twenty per cent. of the cash sales, so that in a business of the size I have mentioned there will be from twenty to forty charge items per day.

With an ordinary family account averaging, say, twenty-five dollars per month, which means the entering of about eighty items in posting up the month's account, this is a figure that is beyond the capacity of the ordinary three by five inch card ledger page, even where both the back and front of the card are used. Then if a customer does not pay but once in two or three months there will be several cards full of items, which seems altogether less handy and workable than keeping the account in an ordinary ledger.

Of course, the capacity of the cards may be increased by increasing their size, but then they grow clumsy to handle and are liable to become broken and dog's eared.

In my opinion the only use to which a card file can be put to in the drug store is for keeping the names and addresses of persons to whom advertising matter may be addressed. As the names may be readily classified by occupation, by towns, street, etc., there is no better method of keeping such a mailing list.

#### THE ENVELOPE SYSTEM.

From the card ledger idea has developed the envelope ledger. This is a series of envelopes of a size convenient for containing the sales slips of the cash register. The envelopes are open at one end, and the face of each is

printed like a ledger page with a number of columns side by side, each column consisting of a space for date and a figure column.

This system is for customers' or creditors' accounts only, and can only be used where a cash register is used and the charge business small.

In this system the charge checks are simply slipped into their respective envelopes each day, after first entering the date and the total of each check on the face of the envelope. The items are not named on the envelope, but simply the total amount of the check and its date.

The face of the envelope gives the amount of the account at a glance, while for making out a bill for the account the checks in the envelope are referred to. Thus a lot of writing is saved, but where the accounts run large the same objection exists as in the card ledger, the thing grows clumsy, and making out bills becomes a burden. The bunch of checks in an envelope is generally kept together, and the checks in orderly sequence by the use of a wire paper clip or fastener, or a rubber band.

The envelopes are arranged in a drawer, box or tray exactly as a card ledger is.

#### PROPRIETARY SYSTEMS.

Under the general head of proprietary systems are all those special systems of account-keeping by means of copyrighted books and papers such as are advertised by their proprietors to the retail merchant. Some of these systems have merit, and a good many of them have not, and in most cases they are mere makeshifts for real book-keeping. Like most "ready-mades" they rarely fit any particular business well, but, unlike most ready-mades, they cannot be altered and made to fit.

The one system of this kind that is most used is probably the Boston Petty Ledger, or systems founded on this idea of keeping the customer's account on a bill head, which is torn off and given to a customer as a bill when he settles his account.

The great trouble with these systems is that they provide for customers' accounts only, whereas all well conducted business must take cognizance of representative accounts and accounts with firms from whom they buy goods as well.

Again, they are all founded on the one idea of eliminating work by making the original entry the final account, and doing away with the labor of posting.

The one great fault of these systems and of any system where the original entry of a charge is made in one book, is the liability of loss to the business from failure to charge goods sold. A clerk waits upon a customer who has the goods charged—perhaps there are several customers waiting, some of them exhibiting signs of impatience—he waits on one or two before going to the book to make the charge, with the consequence that in some cases the charge is never made, there is a pressure of business and the thing is forgotten.

With charge checks there is little or no loss of this kind; each clerk carries a pad of charge blanks in his pocket, and the charge is made at the time of the sale, in whatever part of the store he may happen to be at the time, the general rule being to make the charge before the goods are wrapped.

One of my employers in impressing upon his clerks the importance of charging, used to say, "If you are making a charge and the store should take fire finish the charge before giving the alarm."

#### DOUBLE ENTRY BOOKKEEPING THE IDEAL METHOD.

After all, the method of bookkeeping that seems the most complicated and laborious to the uninitiated—double entry—is the simplest and easiest worked of any sys-



tem once its principles and forms are thoroughly understood; it is the only system that gives the merchant his exact bearing at every step of the way in his business career. A knowledge of this science may be acquired at the small expense of the purchase of a manual of bookkeeping, and an hour's study a day for about three months. Possessing this knowledge the merchant can devise his own methods of accounting exactly suited to the requirements of his particular business. Bad bookkeeping is getting to be looked on as bad morals, as well as bad business in the commercial world, and the merchant who cannot show a clear cut trial balance or balance sheet of his business is looked upon with suspicion by the credit men of the wholesale houses and by the commercial agencies, for, as Goethe says, "A man embarrassed in his circumstances, and conducting them imprudently, likes best to continue in the dark; he will not gladly reckon up the debtor entries he is charged with. But, on the other hand, there is nothing more pleasant to a prudent manager than to daily set before himself the sums of his growing fortune."

Besides the merchant who does not keep a clean set of books because he doesn't know how, and he who does not because of being "embarrassed in his circumstances," there is still another class, and that is the man who does not want to know himself or let any one else know just how much money he is making. This is the sort of individual who is eternally pleading poverty and hard times, who never acknowledges that business is good with him, or that he is making money, yet who knows that things are going well with him, just how well he does not care to tell even to himself, ne gets a good enough idea of things from the size of his bank account and his outside investments. When he dies his executors find his affairs in such a muddle that they are usually unable to make head or tail of anything, and there is a considerable loss in settling up his estate.

Up in Canada they seem to take the question of bad bookkeeping very seriously, too seriously in fact, for the Chamber of Commerce of Montreal wants it made a statutory crime, as witness this resolution in the report of its Committee on Legislation as reported on March 22 last:

Whereas, It is an established fact that great numbers of merchants, manufacturers, etc., engaged in business are keeping books from which it is impossible to gain a knowledge of the state of their affairs, and to ascertain whether they are losing or gaining;

Whereas, Such omissions or negligence in bookkeeping is contrary to the interest of all honest persons and people of integrity, and exposes to danger capital invested in commerce and manufacture, and is contrary also to the interest of both creditor and debtor, as it tends to promote criminal practices, abuses of confidence, false representations and fraudulent failures;

Whereas, It is evident that this state of affairs affects credit in general;

Whereas, It is the urgent need of commerce in general that a remedy be chosen;

It is resolved, That the Chamber call the special attention of the Government to the urgent necessity of promoting a law to oblige the individual, or collection of individuals, wishing to obtain credit, to keep his or their books by a requisite system of accounting which will make it possible to trace the operations, distributions of value, etc., by the entries and will prevent fraudulent failures. And furthermore, that omitting or neglecting to keep such a system of accounts may make the failure a crime, provided it be demonstrated that such omission or negligence was an attempt to defraud the creditors.

#### The Most Violent Poison.

According to A. R. L. Dohme digitoxin is probably the most violent of any of the alkaloidal poisons known at the present day.

## DRUGGISTS' COURSE IN OPTICS.

Conducted by C. H. Brown, M.D.,  
President of the Philadelphia Optical College.

*This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

### Sixteenth Paper.

#### CYLINDRICAL LENSES.

Another method of locating the axis of a cylinder is to look through the lens at a distant straight line of sufficient length to extend above and below it, when the line will appear continuous or broken, depending on the position in which the lens is held. There are only two positions in which the line will appear continuous; when the axis of the cylinder is exactly parallel with the line, or when directly at right angles to it. In every other position the line will appear broken. Thus are indicated the two principal meridians of the lens, the one in which there is no refraction, or the axis, and the meridian of greatest curvature, in which the refractive power of the lens lies, and it is the simplest matter conceivable to determine which of these is the axis.

The effect of a convex cylindrical lens is to elongate an object in a direction at right angles to its axis. If the lens be held with its axis vertical a circle viewed through it will appear as a horizontal oval; and when the axis is horizontal, as a vertical oval. The effect of a concave cylinder on the other hand is to elongate an object in the direction of its axis. When the axis is vertical a circle viewed through it will appear as a vertical oval; and when horizontal, as a horizontal oval.

In looking through such a lens and moving it while viewing a stationary object, there will be no motion as with a convex or concave sphere; neither will there be any twisting effect while looking at a line and rotating the lens, as with a cylindrical lens. The absence of these properties would seem to class the lens as a plane one, like window glass. What then is the difference, or how shall we be able to distinguish between a plane glass and a prism? This can be very easily done by noting the effect of the latter on the apparent position of the object, as explained at some length in the Fifth Paper. A plane lens causes no motion, no twisting and no change in position; a prism causes no motion and no twisting, but does change the apparent position of the object by moving it in the direction of the apex of the prism. Therefore there are

#### TWO POINTS ON WHICH WE BASE THE RECOGNITION OF A PRISM:

(1) Its shape, being thicker at one side and tapering to the other. This is easily discernible in prisms of any strength, but may escape notice in the slighter degrees; and

(2) The change in the apparent position of an object viewed through it.

We have now described the means for determining whether a lens is a *sphere*, a *cylinder* or a *prism*, and any reader who has followed us will have no trouble in recognizing any one of these three forms of simple lenses. And as a *compound lens* is a combination of two or more simple lenses, it can be just as easily recognized by the properties of its component parts.

A *sphero-cylindrical* lens shows motion in all directions, but more so in one direction than another; and it also shows the twisting effect. These two latter properties prove the presence of the cylinder, and the first proves

that it is not a plane cylinder, but that a sphere is combined with it.

#### PRISMATIC LENSES.

The surfaces of a prismatic lens are plane, not curved, and hence such a lens has no focal power. But instead of being parallel the surfaces are inclined to each other and meet at an angle, causing the rays of light that pass through it to be bent toward the thicker end.

A *sphero-prism* shows motion the same in all directions, and no twisting. This proves the sphere, while the prismatic element is shown by the change in the apparent position of objects.

A *sphero-cylindro-prismatic* lens shows all the earmarks of a sphero-cylinder, and in addition, those of the prism also.

A *cylindro-prismatic* lens presents the evidences of a plano-cylinder in addition to those of a prism.

A *cross-cylinder* is always the equivalent of a sphero-cylinder, and consequently will present all the evidences of the latter as already described.

An experienced observer, who has had considerable practice in this work, can not only quickly determine the character of an unknown lens that comes into his hands, whether it is convex or concave, and whether simple or compound, but can at the same time give an approximate guess as to the strength of the lens by noticing the rapidity with which the object appears to move in one direction or the other. The stronger the lens the more decided the motion produced by it, while the weaker the lens the less noticeable the movement, until the lens becomes so weak as to be a plane lens, when it will produce no motion at all.

## Notes on New Remedies.

*Amyl Salicylate*.—B. Lyonnet (*Gaz. hebdomadaire de médecine*, November 22, 1900,) studied the therapeutic value of this salicylic compound of amyl alcohol—the amyl salicylic ether. This substance is obtained by the action of chlorine upon a saturated solution of salicylic acid in amyl alcohol. It occurs as a colorless liquid. Doyen and Chanoz (*Lyon médical*, November 31, 1900) showed that it is but slightly toxic, and is split up in the liver into amyl alcohol and salicylic acid. Lyonnet tried this new salicylate in various types of rheumatism. The painful part was painted with 2 or 3 Gms. of amyl salicylate, covered with rubber tissue, cotton and a bandage. The odor of this compound is far less pronounced than that of methyl salicylate, and it is not irritating to the skin. In his ten patients he obtained marked relief, without signs of intolerance, and with salicylic reaction in the urine a short time after application. In two cases he also gave amyl salicylate internally with fairly good results. In addition to the effect of the salicylate it has the sedative action of the amyl derivatives.

*Sitogen, a Vegetable-Meat Extract*.—F. Felsinger (*Pharm. Centralhalle*, 1901, page 134) analyzed this extract and found that it contains 25.89 per cent. water at 100 degrees C.; 74.11 per cent. dry residue, consisting of 13.83 per cent. mineral matter, 6.14 per cent. phosphoric acid; 5.16 per cent. soda; 2.44 per cent. potash; 0.09 per cent. of other mineral substances; 11.84 per cent. non-nitrogenous extractives; 48.44 per cent. nitrogenous substances, of which 0.12 per cent. were insoluble albuminates, 1.43 per cent. ammonium compound, 1.68 per cent. albumoses, 45.21 per cent. meat-bases, peptones and similar compounds. This preparation is said to be obtained by a patented process with yeast fermentation.

*Albargin, or Gelatose-Silver*.—Joseph and Bornemann, of Berlin (*Apoth. Zeit.*, March 2, 1901,) have used a 15 per cent. silver preparation styled albargin, or gelatose-silver, and have found it an efficient remedy in gonorrhoea. It occurs as a light-yellow powder, which should be kept in dark bottles, although it is fairly resistant to light. It is soluble in cold or hot water, the solutions being clear and of neutral reaction. Silver is not precipitated with the usual reagents, but dilute salt solutions and hydrochloric acid produce a slight turbidity. Cocaine gives a precipitate of cocaine-gelatose-silver, so that a solution of cocaine and albargin must be freshly prepared. With albumin the silver is very slowly precipitated. The remedy is used in 0.2 per cent. solutions, or if there be much irritation, in 0.1 to 0.15 per cent. solutions. It is made in Höchst-on-the-Main by the Farbwerke.

*Bismuthose* is a combination of bismuth and albumin containing 22 per cent. of bismuth and 66 per cent. of albuminoid substances. It is an odorless, tasteless, fine, white powder turning gray on exposure to light, insoluble in water and in ordinary solvents. (*Nouveaux Remèdes*, May 8). With heat it gives an opalescent solution. According to Laquer it is useful in diarrhoeas and acute enteritides; also as a local application in intertrigo, eczema and burns. Half a teaspoonful to a teaspoonful of the powder is the dose per day internally.

*A New Species of Angophora*.—Baker (*Pharm. Rundschau*, January 5) describes this tree, which is a native of New South Gaul, and is known in those parts under the name of Caolabah. The author named it *Angophora melanoxydon*. The tree is 40 to 50 feet high and 3 feet in diameter; it has numerous leaves. The kino obtained from it occurs in brownish, very fragile masses. The powdered kino is ochre in color and easily soluble in water, giving a milky solution, which becomes clear on heating.

*Consolin, a Meat-Powder Containing Iodine*.—Tarnisier (*Union Pharm.*, *Apoth. Zeit.*, March 27, 1901,) found that meat in powdered form can absorb large quantities of iodine. Twenty Gms. of powdered meat may be heated with 1 Gm. of powdered iodine on a water bath until a sample no longer colors alcohol yellow. If the iodine and meat mixture be shaken with hot water the iodine combination thus formed is completely dissolved. Shaking with chloroform does not separate iodine from this compound, and no iodine is liberated from it on addition of strong acids. Ferric chloride, however, liberates the iodine. Large quantities of iodine may be administered in this way without evil effects.

*Lasin*.—This is a soapy substance used to prevent halation of throat or nose mirrors when examining these cavities (*Therap. Monatsh.*, 1901, page 163). Lasin is sold in pencils, and the mirror is rubbed with this substance before being introduced, the excess of lasin being rubbed off with a piece of flannel.

*Ferrichthyl and Ichthyl-Calcium*.—Unna (*Monatshefte f. prakt. Dermat.*, XXXII, 1901, page 235) prescribes ichthyl in watery solution, tolerance to the drug being usually established after fourteen days. If the patient cannot bear ichthyl in this form he gives Ferrichthyl or Ichthyl-calcium in compressed tablets of 0.1 Gm. each. Both new compounds are odorless and tasteless. He employs them in various chronic skin diseases, in chlorosis and anæmia. Ichthyl-calcium is especially adapted for use in children with delicate digestive organs.

*Jodylin*.—Under this designation C. Stephan (*Pharm. Centralhalle*, 1901, page 139), of Dresden, supplies an odorless substitute for iodoform, the composition of which is still unknown.

## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

### *The Western Druggist, May.*

*The Drug Store Boy* is the title of a note on the duties, the opportunities and the responsibilities of this important member of the drug trade, the future graduate in pharmacy being exhorted to throw his whole soul into what he does. For preliminary study the author advises the drug store boy to study in the dispensary each night some drug which he has handled during the day, besides taking up general chemistry.

*Miscellaneous Business Advice.* By F. W. Worthington.—The author says that nine out of ten pharmacists who persist in looking upon themselves as professional men will fail in a business way. He looks upon "Hustle" as the basis of success. Photographic goods form a good side line. Keep your windows clean and attractive, he says, and occasionally put in live animals. He bought eight little live alligators and some chameleons and put them in his window, creating quite a sensation. He sold the whole lot, which cost \$25, in one day at a profit of \$20, besides having had the use of them as an attraction. He sells to nearly all the manufacturers in the town such chemicals, etc., as they use. The profit is small, but he is thus enabled to buy in large lots and get low prices on such as he sells himself. Some chemicals he sells in five and ten thousand pound lots. He believes in accommodating the public in every possible way. A cigar trade attracts loafers and repels ladies. He puts up non-secrets, but not under his own name, having three cough mixtures all under different names. A local association is an unmixed blessing, and finally he advises every one to take a good drug journal.

*Value of Membership in Social Organizations.* By Geo. L. Kelley.—The author advises the druggist to take an active part in the social life of the community in which he lives, joining clubs, etc., so as to come into personal contact with the men of the neighborhood.

*The Manufacture and Chemistry of Soap.* By W. J. Teeters.—The information given concerning the manufacture of soaps and the various trade names for the several varieties should prove of interest, as it is that kind of popular science in which the druggist is frequently appealed to for information. The soft soaps of the present day are as a rule not made from potash, but from soda, and are soft only because of the surplus water incorporated in them. They are known as "Swiss soaps," or "settled soft soaps," and contain from 33⅓ to 90 per cent. of water. Most of the soaps of the market are made by saponifying oils with an alkali, precipitating the soluble soap thus formed by adding solution of sodium chloride, removing, drying and manipulating the soap thus formed. Curd soaps are made by melting the precipitated soap, adding more lye to emulsify any unsaponified fat carried down in the salting out process, boiling and running into frames or moulds. Curd soap has almost invariably an excess of alkali to eliminate which the process of "fitting" is resorted to. This consists in allowing the curd soap to stand for some time after boiling, pumping off the lye, introducing steam, and if necessary, water; boiling and allowing it to cool slowly for several days, when the whole separates into layers the bottom containing the precipitated impurities known as negur, the top layer consisting of a frothy crust known as fob, while the semi-liquid soap floats between the two. Toilet soaps, at least those of the best quality, are made by the cold process, the

"stock soap" being made by the process outlined above, is cut into very thin slices, thoroughly dried, mixed with perfume and coloring matters by grinding in a mill and then pressed into the desired shape. The transparent soaps of the best class are made by dissolving the dry stock soap in alcohol with the addition of a small amount of glycerin, and allowing to set. Cane sugar acts somewhat like glycerin by aiding clarification, but its use is open to serious objection, as it has a very bad effect on the skin. The soap that floats is made by beating up the molten soap so as to incorporate a large number of air bubbles.

*The Report of the International Committee on Atomic Weights* shows that 103 votes have been polled in Germany in favor of a system of atomic weights based upon hydrogen as the unit, and 19 in favor of  $O = 16$ . In view of this result the commission has published two tables, one the International, being based upon  $O = 16$  and the other the didactic, being based on  $H = 1$ . The former will probably be used by practical chemists, while the latter will continue to be taught in class rooms as heretofore.

*Unclean Habits.*—Dr. E. H. Galloway calls attention to a number of unclean habits observed among druggists and clerks, the mention of which alone should serve to deter those who have fallen into them from a continuation of their evil practices. Among those referred to are the practice of wetting the finger with the tongue to aid in picking up paper and then handling lozenges with the saliva-moistened fingers; blowing into folded powder papers to open them, using the teeth as a cork presser, and, in recognition of specimens, throwing back into the sample specimens the ends of which have been chewed off. These and similar practices are frequently followed through inadvertency, but the druggist of all people should be careful to avoid falling into unclean habits.

*Preparation of Peptonates and their Compounds.* By E. G. Raeuber.—This is a reprint of a paper read before the Wisconsin Pharmaceutical Association, and gives the following modifications of Dieterich's formula, as yielding a very satisfactory peptonized iron solution:

Fifty-one grams of dried egg albumen, or 400 grams of fresh material, are dissolved in a solution of 0.5 gram pepsin and 82 grams hydrochloric acid in 4 liters of water. This solution is then kept at a temperature of 40 degrees C., preferably on a water-bath, for from 12 to 24 hours. The solution is tested from time to time to ascertain whether all of the albumen has been converted into peptone. This is done by adding to a small portion of the liquid a few drops of nitric acid. If the liquid remains clear and shows no cloudiness, albumen is no longer present. Allow the liquid to cool, filter and neutralize carefully with sodium hydroxide solution. To this neutral solution, 5.86 grams of solution of iron oxychloride (Ph. Ger.), previously diluted with 4 liters of water, are added and the resulting liquid is again neutralized very carefully with sodium hydroxide. The precipitate is now washed until free from chlorine. The magma is then placed in a porcelain dish, 7 grams of hydrochloric acid are added and the mixture heated on a water-bath, while stirring, until the precipitate is dissolved. Then enough water is added to measure 4 liters, and subsequently a mixture composed of aromatic fluid extract, tincture of vanilla, oil of sweet orange, glycerin, alcohol and water enough to make 5 liters."

*Oleates, Official and Unofficial.* By W. A. H. Naylor.—This is a reprint of an article which was read before the London Chemists' Assistants' Association, and which has already been abstracted in the *AMERICAN DRUGGIST*.

*Preservatives for Fruit Juices.*—John M. Wesel re-

views the use of salicylic acid, boric acid, etc., in this connection, but states that there is rarely any need for such preservatives, since when pure fruits and vegetables are used and proper directions for sterilizing by heat are carried out, the articles preserved will be kept uninjured for years without the use of any preservative whatever. He offers no conclusions of his own as regards the use of preservatives, but merely quotes the general opinion to the effect that their use is detrimental in food products.

*To Make the Soda Fountain Pay.* By Jules Koepnick.—The author has compiled some interesting suggestions bearing upon this question, evidently drawn from practical experience. Among the things which he advises are the use of charged drums instead of generators, the use of the finest syrups, the introduction of occasional novelties made by mixing various syrups, the manufacture of ice cream by the dispenser himself, promptness in service, artistic floral decoration of the fountain, the furnishing of a small glass full of ice water to be served before or with each fountain drink called for, advertising freely and to "be kind to the newspaper man," for this means, in all probability, free reading notices.

*The Explosion of Potassium Chlorate.* By M. Berthelot.—In view of the explosion which wrecked the Tarrant Building the conclusions of this eminent French chemist will be of interest. He states that while the salt does not detonate under the influence of progressive heating, it does detonate if placed quickly in an inclosure raised previously to and kept at a temperature essentially higher than that of the commencing decomposition. It is also necessary that the mass of matter composing the inclosure shall be so large that the introduction of the quantity of decomposable matter at the ordinary temperature may not suffice to lower materially the general temperature within. These are precisely the conditions prevailing in fires. It also detonates more readily when heated in a hydrocarbonated flame, a fact observed by Col. Ford, chief inspector of explosives in England, in the explosion of 156 tons of potassium chlorate in St. Helens, England. The presence of combustible material facilitates the explosion, the burning casks in that explosion having served to ignite the combustible gas. The article is reprinted from the *Scientific American Supplement*.

#### Pharmaceutical Review, May.

*The Literature of Alchemy.*—This is a continuation of an article begun in the preceding number, and is of considerable historic interest. The author, Dr. H. Carrington Bolton, says that nothing new or practical has come to light in his studies of the writings of the alchemists. "The followers of Hennes made valuable contributions to the growing science of chemistry by increasing the number of acids, salts, metals and compounds, but a false philosophy prevented them from appreciating the real significance of their discoveries; moreover, the writers chose to clothe their incoherent thoughts in a stilted, meaningless phraseology," which obscured even the facts which they intended to convey.

*Thymoquinone in Wild Bergamot Oil.* By I. W. Brandel and E. Kremers.—Thymoquinone has not before been isolated and identified from a volatile oil, and the constitution of the body makes its presence of considerable possible significance. If the plant can oxidize carvacrol or thymol into hydrothymoquinone, and if, as stated by Liebermann, thymoquinone and hydrothymoquinone combine to form the intensely colored thymoquinhydrone, then we have here a possible explanation of the origin of color in oils.

*Benzosol.* By F. G. Ehler.—The author has compiled an interesting and apparently very complete bibliography of the subject and summarizes our knowledge of it concisely and clearly.

*Classification and Occurrence of the Constituents of Volatile Oils.* By Florence M. Gage and I. W. Brandel.—This is the continuation of an ambitious undertaking, the results of which will be of great value to all engaged in research in the volatile oils, the bibliographical notes being very comprehensive and valuable.

#### Pharmaceutical Era, May 23 and 30.

*Business Principles in Pharmacy.* By E. H. Nelson.—In a somewhat lengthy paper the author publishes a collection of maxims for the proper conduct of business, which makes entertaining and profitable reading. Out of a mass of these maxims we extract the following:

Skillful advertising is the surest road to business success.

Advertising direct or indirect is successful in proportion as it is sincere.

The courtesy and manner employed in the treatment of your customers advertise your personal characteristics in spite of you.

Look after every minute detail of your business, leave nothing to chance.

The wisest investment you can make of your capital may sometimes be to give it away. A penurious policy will not attract customers.

Confidence in the soundness of business methods is essential to prosperity; it is equally true that the individual who is to succeed must have the confidence of the community.

Be honorable and upright and generous and your neighbor will soon find it out.

Sound business principles require that you treat every man as if he were your friend until he shows himself to be an enemy, yet to take every precaution even in dealing with a friend against duplicity or fraud.

You must really be a friend of all the world if you desire the friendship of all the world and that is a requisite for any distinguished success in business.

Business principles are only amplifications of the doctrines of ethics, doctrines fundamental also in the religions of the world.

Always think well of your own opinion and trust it habitually.

Follow a good example when you must, but aim to be original in everything.

When in doubt as to the best course to pursue in any important matter, sleep over it; delay is safe, haste is dangerous.

Whatever you do be thorough, systematic and prompt. Practice quick decision; don't vacillate. A wavering opinion is worse than none at all.

Learn the art of listening; your ideas are more valuable to yourself than to your neighbor. Make him give you his.

*The New "Immortal."*—The election of M. Berthelot to membership in the French Academy of Sciences is noted in a news letter from Paris. An extract from M. Jules Lemaitre's review of Berthelot's career is given.

*Business Pharmacy.*—Under this head articles are printed on "Keeping Stock; the Country Druggist," "Profitable Advertising by the Small Druggist," "Drug Stories Caught on the Fly."

*Laboratory Notes.*—Contributions are printed in this issue (May 30) from the chemists of the laboratories of the firms of Smith, Kline & French Co., Philadelphia: Searle & Hereth Co., Chicago, and Nelson, Baker & Co., Detroit. Lyman F. Kebler, for Smith, Kline & French Co., reports on a sample of lactucarium, which appeared to consist of nothing but a simple extract of lettuce. Lactucarium should consist of the concrete milky juice issuing directly from the plant, and to sell an extract of lettuce for lactucarium must be considered as a gross imposition which ought to be ventilated.—W. A. Puckner, for the Searle & Hereth Co., contributes notes on "The Detection of Gelsemium Alkaloids in Presence of Caffeine and Acetanilid," "The Composition of Commercial

Gold Chlorides," "The Alkaloidal Value of Coca Leaves" and "The Valuation of Coca Leaves."—A. B. Lyons, for Nelson, Baker & Co., has a paper on "Formaldehyde and Sulphuric Acid as a Test for Morphine and Other Opium Alkaloids." He gives the results of a series of experiments showing the behavior of morphine and the other alkaloids of opium toward Marquis' reagent, which is prepared by simply adding to 3 Cc. concentrated sulphuric acid, 2 drops of formaldehyde. When a minute fragment of morphine or one of its salts comes in contact with this reagent a splendid cherry red color is instantly produced, passing in a short time to a deep violet, which after a time gives place to a maroon, the color slowly fading. The reaction is very delicate, being capable of detecting as little as 1-1000 Gm. of either morphine or codeine.

*Commercial vs. Scientific Pharmacy.* By Fred R. Dimmitt.—This is a plea for the adoption of practical commercial methods in the conduct of a drug store.

*Original Window Displays.* By F. S. McCabe.—The author describes a number of window displays, and the article is illustrated with cuts. The suggestions are smart and novel, but will hardly appeal to the professional pharmacist.

*The Early Days of Pharmacy.*—A continued article descriptive of the Apothecaries' Garden of Paris, and illustrated with portraits of sixteenth century worthies.

*Pharmaceutical Journal, May 17.*

*Note Upon a Drug Recently Offered as Rhatany Root.* By Prosper H. Marsden, F.C.S.—In this paper, which was read before the Liverpool Chemists' Association, the author describes a spurious rhatany, and it is illustrated by drawings of the root. The spurious root was introduced into the Liverpool market from Peru. Neither its macroscopic nor microscopic characters correspond in any way with the official rhatany.

*The Constitution of Camphor.*—The chemical constitution of camphor is indicated by means of graphic formulæ.

*Natural and Artificial Perfume.*—A reprint from *Nature*, an abstract of which we have had in type for some time and will publish shortly.

*Chemist and Druggist, May 18.*

In commenting upon the annual report of E. Merck, of Darmstadt, the editors review the progress of the methods of standardizing potent preparations of vegetable medicines. The introduction of methods of standardization into the United States Pharmacopœia, the British Pharmacopœia, and, lastly, the German Pharmacopœia has produced much criticism, and the most peculiar fact about the criticism is that it has sprung from the higher ranks of pharmacy. Man after man has come forward to say that the Pharmacopœia processes are bad, then each criticises the other critic until the unpretentious pharmacist, who minds his own business and leaves science to others, is confirmed in his notion that the chief result of standards has been that he can no longer rely upon his own judgment in making galenicals, but must trust to the skill and knowledge of manufacturing houses. The fourth edition of the German Pharmacopœia makes the German apotheker grumble in regard to the wholesale influences of his national Pharmacopœia. In the report of Merck credit is given to the British Pharmacopœia for "the decided step in advance" made in 1898, but the methods of the B. P., "are not to be recommended, being too elaborate and lengthy for the purposes of the pharmaceutical laboratory." The editors remark that

"although the contribution does not say so, it may be inferred that one of its purposes is to show that the vagaries of standardization are such that it is better to use the alkaloids which are the basis of evaluation, since they are tangible and unchangeable and their therapeutic actions and doses have been determined with more or less accuracy."

*Apotheker Zeitung, February 27 to March 27, Inclusive.*

*Some Remarks on Strophanthus Seeds.* By C. Hartwitch.—The author reviews a number of articles that have recently appeared on this subject. *Strophanthus* seeds come from the official plants *S. hispidus*, DC., and *S. Kombé-Oliver*, the former being small brown seeds from West Africa, the latter large greenish seeds from East Africa. The *S. Kombé-Oliver* has been for years regarded as a variety of *S. hispidus*, with the result that nearly all the Pharmacopœias describe *S. hispidus* as the mother plant, and state that the seeds are greenish in color. In all cases the seeds were described as hairy, so that seeds from Gaboon (*S. gratus*, Franchet?) and those from Zambesi, described by Hartwitch in 1892, were excluded. The British Pharmacopœia of 1898, and the fourth edition of the German Pharmacopœia, however, recognize the present consensus of opinion on the subject by designating *S. Kombé* as the mother plant, and describing its seeds as greenish in color. These two Pharmacopœias were also the first to demand the microchemical test of these seeds for the glucosides *strophanthin* (an intense green color on addition of concentrated sulphuric acid to a section of the seed). It seems that in this respect the Pharmacopœias have not hastened to comply with the requirements of science, and it is especially deplorable when one remembers the importance of the drug *strophanthus*.

The green seeds have been adulterated in commerce for some time past, and at times genuine seeds were scarcely obtainable. The *hispidus* seeds on the other hand were but rarely mixed with other varieties, for *S. hispidus* may be distinguished from other seeds by its vivid brown color and its marked slender outline. Seeds of the other varieties do not turn green with sulphuric acid. It must not be forgotten, however, that there is still some doubt as to the glucoside in *S. hispidus*, for the seeds turn green with sulphuric acid, and yet the glucoside extracted from the *hispidus* variety turns red with this reagent, the cause being as yet unknown. The glucosidal contents of *hispidus* and *Kombé* seeds is nearly equal, but the glucoside of *hispidus* is more toxic. Hence the *hispidus* seeds cannot be substituted at pleasure for the *Kombé* variety. The pharmacist should test a lot of seeds by taking at least twenty or thirty of them per kilogramme, selecting seeds showing the greatest possible variation in size, shape and color, and should make sections through each seed. A drop of concentrated sulphuric acid should then be placed on the cut surface, and the section immediately placed under the microscope. The endosperm at last should assume a vivid deep green color. If only one seed does not come up to this requirement the lot should be returned. (To be continued).

*The Value of Formaldehyde Disinfection.* By Herr Utz, Military Pharmacist.—The author concludes that formaldehyde is the most valuable disinfectant for rooms after contagious diseases, and that eventually it will displace all other disinfectants.

*A Simple Method of Quantitative Determination of Alkalies.* By O. Schmatolla.—A certain quantity of the substance to be tested is weighed in a small cylindrical graduate with a well-fitting glass stopper. For example,



1.3 Gm. of caustic potash are taken. About 10 Cc. of absolute alcohol and 1.0 Gm. chemically pure dried sodium sulphate are then added, and enough absolute alcohol poured in to make 26 Cc., so that 2 Cc. of the fluid contain exactly 1 Gm. of caustic potash. The mixture is shaken a few times, so that all impurities, such as carbonates, silicates, etc., are precipitated and a clear alcoholic solution is left. As soon as the precipitate has settled 10 Cc. of the clear solution, containing 0.5 Gm. of caustic potash, are siphoned off, allowed to flow into a beaker, diluted with about 15 Cc. of water and titrated with normal hydrochloric acid, after the addition of a few drops of phenolphthalein is indicator. Supposing that 1.13 Gm. of acid were used, then 1 Gm. of the sample equals 2.3 Cc. of HCl, which corresponds to 0.0023 molecules of KOH, and 100 Gm. equals 0.23 times 56, or 12.88 per cent. KOH.

*Some Remarks on Strophanthus Seeds.* (Continued). By C. Hartwich.—The author formerly believed that *S. hispidus* could be well substituted for the *S. Kombé*, which is now official, as the former seed is not so liable to adulteration and falsification. An examination of the hispidus variety in two specimens sent to him by a wholesale druggist convinced him, however, that the hispidus variety cannot be regarded as of equal value with the *Kombé* seeds.

*The Examination of Fluid Extracts by the Determination of the Dry Residue and of the Specific Gravity.* By Herr Bredemann.—A Prize Essay of the Hagen-Bucholtz Foundation of the Deutscher Apotheker Verein.

*The Manufacture of Chemically Pure Oxalic Acid.* By O. Schmatolla.—The oxalic acid is first dissolved in absolute alcohol as completely as possible. It is then allowed to stand until a sediment forms. The supernatant solution still contains some potassium oxalate that must be gotten rid of. It is filtered, and a few drops of a fifty per cent. watery solution of sulphuric acid are added, the solution is well shaken, and allowed to stand over night in a cold place. The traces of alkali are then precipitated as insoluble sulphates, and the acid can be recovered pure from the alcoholic solution by the addition of a little water and evaporation. As the oxalic acid may form new compounds with ethyl-sulphuric acid, it is better to evaporate all the alcohol first, and then to add water to the residue, allow the solution to stand in a cold place and then to filter off the heavy oil which will form if such organic compounds have arisen. The filtrate is now a solution of pure oxalic acid, and the latter may now be crystallized out.

*The Manufacture of Medicinal Wines from the Sweet Wines.* By Dr. Carl Rundquist.—The new German Pharmacopœia excludes all wines that contain more than eight per cent. of extractives, including sugar. The author has investigated the question whether the sweet wines, such as are used in pharmacy in many countries, can be employed in the manufacture of the medicinal wines with equal advantage. He devoted especial attention to the preparation of wine of cinchona and wine of ipecac, as these are the two medicinal wines most in demand at present. He found that the presence of large amounts of extractives, gum, sugar, etc., in wine prevents the extraction of alkaloids to a certain extent, and that this affected his results in examining the alkaloidal strength of various forms of medicinal wines. He found, after a series of experiments, that sweet wines can be used for the preparation of the medicinal vina without any disadvantage.

*Pharmaceutische Zeitung, February 20.*

*Theodor Husemann.*—A Biographical Sketch.

*Quinine, Its Derivatives and Isomers.* By Edmund Springer.—The author describes the various derivatives of quinine and of the other cinchona alkaloids. He concludes that there is no alkaloid or other derivative of the quinine group that has effectually supplanted quinine, in spite of many attempts by recent investigators. It is very strange that the drug first discovered so often proves the best after all.

*Hektography.* By Adolf Twisselmann.—Directions for preparing hektograph masses and inks.

*White Lanoline.* By L. Keutmann.—The author used peroxide of hydrogen with great success as a decolorizer for lanolin. He treated adeps lanæ anhydricus with peroxide instead of water and obtained a nearly white product which is very valuable as a local remedy, particularly as a spray for wounds, and is an ideal base for complexion creams, etc.

*Quantitative Estimation of Sugar in the Urine According to Lehmann's Method.* By O. Goetzel.

*Oriental Hair Dyes.* By Dr. Adolf Richter.—The following process is recommended by the author as harmless and not irritating to the scalp: The formula is of Persian origin, and its two constituents are henna and reng. Henna is the powdered leaves of the cypress tree or of *Lawsonia inermis* L., and gives hair a red color. This substance is also used in commerce in dyeing fox skins. In order to produce any desired shade from brown to black, one must add to this henna powder a varying quantity of reng (the powdered leaves of the indigo plant). The hair is first washed so as to deprive it of all fat, and the powder in correct proportion is mixed with water to a paste, which is then applied to the hair for from one to two hours. The dye is then removed from the hair by copious washing with water. The color remains unaltered for several months.

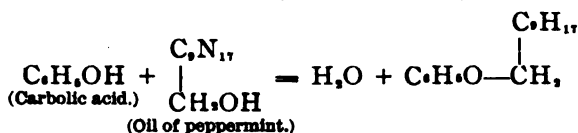
*Bollettino Chimico-Farmaceutico, February.*

*Does the Addition of Salts of Iron to Cod Liver Oil Cause a Variation of the Index of Refraction?* By Dr. Luigi Carcano.—A number of observations showed that no definite law can be formulated in answer to this question. The variations in the refractive index are slight and not proportionate to the amount of iron salts added.

*Concerning Philothion.* By G. Cossetini.—In 1888 Rey-Pailhade obtained a liquid, which he called philothion, by shaking fresh beer ferment with alcohol at 90 degrees. He found that this substance generates sulphuretted hydrogen on the addition of sulphur at low temperatures. According to the discoverer, this substance absorbs the oxygen of the air and forms carbonic acid on addition of oxygen. The author offers a preliminary study of this substance, but he cannot confirm the observations of De Rey-Pailhade as to the reducing action of philothion upon sulphur when the former is sterilized by passing it through a Chamberland filter. He observed, however, the formation of sulphuretted hydrogen before the liquid was filtered.

*A Characteristic Test for Carbolic Acid.* By Paolo Fiora.—On the addition of oil of peppermint, carbolic acid turns a greenish-blue color if allowed to stand for a while. This color disappears on heating, and reappears when the mixture cools. The color is yellowish green if the essence of peppermint is added in excess. This reaction is characteristic of carbolic acid, and cannot

be obtained with any other substance containing the phenol group, such as creosote, guaiacol, resorcin, etc. The reaction which takes place is probably as follows:



*Concerning the Constitution of Quinine Dihydrochloride (Crystals).* By Dr. Giuseppe Biscaro.—This salt has now been admitted to the Italian Pharmacopœia, and is widely used on account of its perfect solubility in water. The author, having dried some crystals of this salt at 100 degrees C., found that the loss in weight is greater than that corresponding to two molecules of water. In fact, he calculated the amount of water of crystallization at about four molecules of  $\text{H}_2\text{O}$ . It seemed scarcely probable that an anhydrous salt should crystallize from 90 per cent. alcohol, carrying with it so much water. He therefore assumed that a molecule of alcohol enters into the combination, together with a molecule of water, when the salt crystallizes. A molecular analysis showed that this assumption was correct, and that every molecule of crystallized quinine dihydrochloride has associated with it one molecule of alcohol and one of water.

*Some Points Concerning Solutions of Salicylic Acid.* By Dr. Guido Bazzoni.—The antiseptic action of solutions of salicylic acid has been demonstrated by a number of bacteriologists. The author urges a wider application of salicylic acid on mucous and serous surfaces, on account of its harmlessness as compared to carbolic acid and corrosive mercuric chloride. He gives a number of formulas for the preparation of suitable solutions. Salicylic acid is often prescribed with water in proportions which exceed its solubility at ordinary temperatures. Solutions containing from 2 to 2.5 per thousand parts are most commonly used. The best way to prepare them is to dissolve the acid in one-fifth of the total quantity of cold distilled water, then heating slowly for a short time and adding the solution thus obtained to the remainder of the water, which must not be below 15 degrees C. If a greater quantity of salicylic acid is prescribed a deposit of long and delicate needles will often continue to adhere to the receptacle. If concentrated solutions are prescribed—e. g., 20 per cent.—some adjuvant must be added to assist the process of solution. The best of these is alcohol. The addition of other salts, such as sodium bicarbonate, interferes with the antiseptic action of the solution. The following formula will apply to all cases in which alcohol must be added to water as a vehicle for salicylic acid solutions:

$$\frac{100}{a} (A-X) + \frac{100}{b} X = B$$

In which  $a$  represents the number of parts of the substance soluble in 100 parts of alcohol, while  $b$  stands for the number of parts soluble in 100 parts of water,  $A$  the quantity of the substance to be dissolved,  $X$  the number of parts of substance which is dissolved by the water, and therefore  $A - X$  the number of parts dissolved by the alcohol.  $B$  is the total amount of the vehicle. Instead of alcohol, glycerin may be used, salicylic acid being soluble in 195 parts of cold or 16 parts of hot glycerin.

*Concerning the Preparation of the Fluid Extract of Krameria.* By G. Galvagni.—The author studied various methods of preparing the fluid extract of krameria

in order to avoid precipitation in aqueous vehicles. He gives the following formula:

Krameria root, in pieces.....Kg. 1  
Alcohol, 96° G. L.,  
Distilled water, of each.....Kg. 2.3

The drug is moistened and macerated in the usual way. At first 3 Kg. of the menstruum are added; the remaining portion during the first 24 hours. The liquid thus obtained is filtered, and 100 Gms. of ammonia water are added. The mixture is distilled, so as to recover the alcohol, and the product is reduced to 500 Gms., redissolved in 200 Gms. of distilled water, and finally the following are added, making a total of 1,000 Gms.:

Glycerin, neutral.....Gms. 100  
Alcohol at 96° G. L.\*.....Gms. 200

\* Gay-Lussac.

*Analysis of So-Called Bauxite.* By Dr. Carlo Fermi.—A number of authors, beginning with Deville in 1861, have admitted the existence of bauxite in Italy. [Bauxite is a white or red, round concretionary, earthy or clay-like aluminum-ferrie-hydroxide; the principal source of the metal aluminum.—Ed.] Analyses conducted by the author showed that "the so-called bauxite was not bauxite." This information is very important to those who expected to manufacture aluminum in Italy.

*A Contribution to the Toxicology of Acetylene.* By V. Lucchini.—A number of observers have investigated the poisonous properties of acetylene, particularly Berthelot, Brociner and Greuhaut. The author performed a number of experiments with rabbits and pigeons placed in an atmosphere of acetylene, mixed with air in a proportion of from 10 to 80 per cent., either in a closed space or with provision for ventilation. He found that acetylene cannot be called an absolutely irrespirable gas, like nitrogen, but that it certainly is extremely poisonous. Breathed in percentages exceeding 25, it produces disturbances in the animal and kills when breathed for a certain time in mixture containing 40 per cent. or more. It cannot be stated with certainty whether it combines with the hæmoglobin, but a certain amount of it becomes dissolved in the blood. The mechanism of its action upon the animal is not known as yet.

*Vioform, Another Substitute for Iodoform.* —Tavel (*Deutsche Zeitschr. f. Chirurgie*, Vol. LV) studies the bacteriologic and clinical action of vioform (iodochloroxychinolin) and compares this substance with iodoform and loretin. The author mixed various quantities of these substances (0.5, 1.2 and 5 per cent.) with nutrient media and planted cultures of various pathogenic germs in the mixtures. He found that vioform produces a more efficient bactericidal action than iodoform or loretin. Vioform, in addition, does not produce any injurious effects upon animals. It is borne in doses which exceed by 0.1 to 0.5 per kilogram of body weight the amount of iodoform and loretin which can be borne by animals when injected subcutaneously. Vioform is a very stable chemical combination, and has no odor. It is easily miscible with lysol, carbolic acid, etc., and may be used to prepare vioform gauze.

I find in the AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD very valuable information from time to time, and using it every day in business consider it worth a thousand times the subscription.  
F. H. DESJARDINS.  
Marquette, Mich.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutic matters.

**Iron Pyrophosphate and Phosphoric Acid.**—J. M. B. asks us to advise how he may dispense the following prescription as a clear mixture:

℞ Strychnin sulph. .... Gr. 1  
Ferri. pyrophosp. .... ʒij  
Acid phosphoric dil. .... ʒiv  
Syrup hypophosphites, .....  
Aque, q. s. .... ad ʒiv

This combination is a perennial source of trouble. Pharmacists generally do not seem to be fully aware of what happens when a dilute mineral acid, other than metaphosphoric acid, is added to a solution of soluble iron phosphate or iron pyrophosphate. These salts are really mixtures of ferric phosphate and sodium citrate, and when the official dilute phosphoric acid, which is made from orthophosphoric acid, is added, the sodium citrate is broken up and the ferric phosphate is thrown out of solution and precipitated. The proper way to compound this prescription is to first make a diluted phosphoric acid from metaphosphoric (glacial phosphoric) acid, and use this in place of the acid ordered. With the use of this acid no precipitation will take place.

**Prussian Blue.**—W. J. R. writes: "In the AMERICAN DRUGGIST for April 22, page 229, is an article on soluble laundry blueing. I wish to ask is the Prussian blue which this formula calls for the article on the market commonly known as Tieman's Soluble Blue?"

Prussian blue is iron ferrocyanide obtained by decomposing a solution of potassium ferrocyanide with ferric sulphate. We do not know the composition of Tieman's Soluble Blue, which may be an aniline compound. The process of manufacture of Prussian blue is described under the chemical name of the salt in the various reference works, among others the United States Dispensatory.

**Sea Foam.**—W. R. D.—The following is prepared for barbers' use by a friend of the AMERICAN DRUGGIST, who recommends it as a quick drier and one yielding a copious lather which disappears rapidly as the rubbing is continued:

Ammonia water. .... ʒi  
Cologne water. .... ʒi  
Alcohol ..... ʒviij  
Water ..... Oj

Mix.

A preparation which is popular with barbers has the following composition:

Ammonium carbonate. .... ʒij  
Potassium carbonate ..... Grs. x  
Oil bay ..... Gtt. xx  
Oil cloves ..... Gtt. ij  
Alcohol ..... ʒviij  
Water ..... ʒxix

Mix.

**Russet and Black Shoe Polish.**—W. S. wishes formulas for both russet and black shoe polishes. As the query is a timely one, we reprint several formulas which have appeared in previous issues of the DRUGGIST:

### RUSSET SHOE PASTE.

Yellow wax. .... ʒi  
Palm oil. .... ʒi  
Oil turpentine. .... ʒij  
Oil mirbane. .... drops 15

Make into a paste. The color may be heightened if

not of the right shade by the judicious use of butter coloring made from annatto.

### RUSSET LEATHER SHOE POLISH.

#### I.

Yellow beeswax. .... ʒij  
Linseed oil. .... ʒij  
Oil of turpentine. .... ʒx  
Dissolve by means of a water bath in a closed vessel and add

Hard yellow soap, finely shaved. .... ʒij

Dissolve the soap with the aid of heat in 14 ounces of water and add the solution to the solution of yellow wax and flaxseed oil formed in the first instance. A nice russet brown color may be imparted to this shoe polish by incorporating about 3 grains of Bismarck brown to each ounce of the polish.

#### II.

Oil of turpentine. .... ʒx  
Yellow wax. .... ʒv  
Soap ..... ʒss  
Boiling water. .... ʒx

Dissolve the wax in the turpentine by the aid of a water bath and the soap in the boiling water. Mix and stir until cold and smooth.

#### III.

Soft soap. .... ʒi  
Linseed oil, raw. .... ʒiss  
Annatto ..... ʒiv  
Yellow wax. .... ʒiss  
Gum turpentine. .... ʒiv  
Water ..... ʒiv

Dissolve the soap in the water and add the annatto. Melt the wax in the linseed oil and turpentine, and gradually add the soap solution, stirring until cold.

### PATENT LEATHER POLISH.

#### I.

Sandarac ..... ʒij  
Shellac ..... ʒi  
Glycerin ..... ʒss  
Castor oil. .... ʒij  
Oil of mirbane. .... ʒss  
Anilin blue. .... Grs. x  
Anilin black. .... ʒi  
Alcohol ..... ʒviij

Wood alcohol, being cheaper than the grain spirit, might be used, or a mixture of the two would answer.

#### II.

Rosin ..... ʒij  
Gum thus. .... ʒi  
Turpentine ..... ʒiss  
Sandarac ..... ʒij  
Shellac ..... ʒss  
Lampblack ..... ʒi  
Alcohol ..... ʒviij

Dissolve all but the pigment in the alcohol, filter and add the lampblack. Instead of lampblack, zinc white, ultramarine blue, or other similar coloring may be used. This is said to be elastic and unbreakable.

#### III.

Yellow wax. .... ʒi  
Carnauba wax. .... ʒij  
Oil turpentine. .... ʒx  
Benzine ..... ʒx

Melt the waxes carefully, add the oil and benzine, and stir till cold.

## IV.

Yellow wax.....	3v
Oil of turpentine.....	3xl
Amber varnish.....	3v

Melt the wax, add the oil, and then the varnish. Apply with a rag.

## ELASTIC LEATHER POLISH.

	Parts.
Resin .....	30
Gum turpentine.....	30
Oil turpentine.....	30
Sandarac .....	60
Shellac .....	120
Alcohol .....	900
Lampblack, best.....	15

Other pigments may be substituted, these being introduced after rubbing smooth with a little alcohol after the varnish has been formed.

## PASTE POLISH FOR TAN SHOES.

Yellow wax.....	3lv
Oil turpentine.....	3vllj

Melt on a water bath, strain, stir occasionally until the paste turns creamy, then add the following solution:

Nankin brown.....	Grs. xv
Phosphin .....	Grs. v
Water .....	3lv

Stir constantly until the mixture is perfect.

**The Pay of Chemists.**—Dr. M. T. Bogert, of Columbia University, when asked as to the earnings of chemists in connection with the query published in our last issue, replied as follows: "I know nothing about the salaries or opportunities of pharmaceutical chemists. A good analyst should get from \$100 to \$200 per month. There are plenty of openings for young analysts at from \$50 to \$75 per month. I should say that the line of chemistry which seems at the present time to offer the best returns financially is that of engineering chemistry. Such a combination of mechanical engineering and chemistry is required of the man who would become the manager or superintendent of any great chemical works."

**No Import Duty on Ginseng.**—S. G.—There is neither export nor import duty on ginseng. The drug is not imported to this country, save to a small extent from Canada, but is exported from here to China in large quantities, China using practically all the drug produced, save such as is used by the Chinese residing in foreign countries. So far as we are aware little or none is exported to Japan, as it is not used by the Japanese.

**Botanical Ready Reference Book.**—J. H.—As a reliable, convenient and quick reference book giving the botanical, common, pharmacopoeial and German common (in German) names and medical properties of vegetable drugs, "Nickel's Botanical Ready Reference" can be recommended. It is for sale by the Murray & Nickel Mfg. Co., Chicago; price \$2.08, postage paid.

**To Prevent Wash Goods from Fading.**—H. G. wishes to know of "a good mordant for colored shirts and delicate wash goods." The prevention of fading or running of colors in wash goods is more a matter of correct washing than anything else, and no mordant will overcome the defects of careless washing.

Garments of fine wash goods should always be washed separately and quickly with little rubbing in cold or luke warm water, using little or no soap, and never using washing soda, washing powder or other alkalies. A small lump of alum is sometimes used in the wash water when soap is used.

The garment is then rinsed in clear water, in which a

handful of sodium chloride is dissolved, run through two more rinse waters and dried in the shade. In ironing the irons should never be very hot, as a high degree of heat is injurious to the colors, often fading them out to a dirty brownish tint.

**Staining Onyx.**

The staining of onyx is well understood, and is now reduced to a certainty, so that it is said that any ancient and presumably natural tint can be artificially produced with great accuracy:

Reds by means of iron pernitrate.

Black by oil, honey, or sugar.

Blues by iron followed by potassium ferro-cyanide.

Greens by nickel nitrate.

Heat alone will often darken and improve the color of an onyx.

Sulphuric acid will often improve the color of an onyx when metallic oxides already exist within it.

Nitric acid will often pale an onyx.

The white or crystalline layers are seldom meddled with. They can only be slightly reddened superficially by painting with a solution of iron or a little thickened by heat or strong acid.

**Pamphlets Received.**

Fiftieth Annual Report of the Demilt Dispensary in the City of New York for the year 1900.

History of the Art of Distillation and of Distilling Apparatus. By Oswald Schreiner, Instructor in Pharmaceutical Technique at the University of Wisconsin, Milwaukee. Pharmaceutical Review Publishing Co., 1901.

Proceedings of the South Dakota Pharmaceutical Association and Board of Pharmacy. Tenth Annual Report of the South Dakota State Board of Pharmacy; fifteenth annual report of the State Association, E. C. Bent, secretary, Dell Rapids, S. D., 1900.

**CORRESPONDENCE.****Against "Entertainment Funds."**

To the Editor of the AMERICAN DRUGGIST:

I received by to-day's mail the last issue of your journal, and I want to indorse what you say about the entertainment fund. I hope you will keep it up. I have for years felt and have talked it some, and shall do so stronger than ever. The retailer asks and expects too much. He should be independent of the jobber and proprietary man in local, State and national association work as far as asking for aid, and I hope to see the time when freely given assistance will be returned to the donor as not needed.

CHARLES T. HELLER.

St. Paul, Minn., May 29.

**IN MEMORY OF DR. RICE.**

The Board of Trustees of the United States Pharmacopoeial Convention on the 30th day of May, 1901, by an unanimous vote adopted and directed to be published the following minute on the death of Dr. Charles Rice:

The Board of Trustees of the United States Pharmacopoeial Convention deeply mourns with the entire pharmaceutical profession of the land the loss of its late colleague and revision committee chairman, Dr. Charles Rice.

For over twenty years Dr. Rice labored indefatigably, uninterruptedly and totally regardless of his own interest or health for the pharmaceutical profession of the United States.

A more conscientious, unselfish and considerate man for the position he filled could not have been found, and it may truly be said that his loss is a calamity to pharmacy.

Dr. Rice endeared himself to all who were favored with his acquaintance by his pronounced modesty and courtesy, and for a man who possessed his attainments, it was remarkable how little he pushed himself into prominence, or asserted the position that was con-

ceded to be his by all who knew him. To those that knew him well, he was more than a friend, for there was the feeling attached to all relations with and thoughts of him, that was very closely akin to love, if indeed it might not actually be termed by that name.

His death will for years to come leave a distinct void in the hearts of all those who were proud to be called his friends, and almost as pronounced a vacancy in the list of the active workers for the welfare and advancement of pharmacy.

The magnitude of the loss to the United States Pharmacopœia, which the deceased did so much to elevate to its present pre-eminent position among the Pharmacopœias of the world, cannot be expressed in words, and in this loss the entire pharmaceutical world mourns with us.

The greatest and sole consolation that remains with us is the hope that his ever-memorable and noble example may serve as a goal and a stimulus for others to emulate and to follow.

CHARLES H. DOHME,  
S. A. D. SHEPPARD,  
A. E. EBERT,  
Committee.

#### Resolutions by the National College of Pharmacy.

At the annual meeting of the National College of Pharmacy of Washington, D. C., held May 14, 1901, the trustees were informed of the death of Dr. Charles Rice, and a committee of three was appointed to draft suitable resolutions. The following were adopted:

"In the death of Dr. Charles Rice the National College of Pharmacy recognizes a national loss. He gave the best years of his life to the study of materia medica and its allied sciences, and by his intellect and accuracy has won a place apart among American pharmacists. Those who knew him personally testify to the unfailing kindness, charity and courtesy that characterized his intercourse with his colleagues.

"To his friends and relatives the members of the National College of Pharmacy and the undersigned committee extend their deepest sympathy.

"(Signed)

"W. S. THOMPSON,  
"CHAS. B. CAMPBELL,  
"SAMUEL WAGGAMAN."

#### Prof. Attfield Speaks for England.

To the Editor of the AMERICAN DRUGGIST:

My correspondence with the late Dr. Charles Rice has been limited to perhaps twenty letters between us during the past twenty years. But those from him have sufficed to reveal to me a clear-headed *homme d'affaires*, of marvelously orderly mind, great powers of organization, and unbounded enthusiasm for everything that related to pharmacopœias and the progress of pharmacy. The pharmaceutical brotherhood could ill afford to lose him.

JOHN ATTFIELD.

Ashlands, Watford, Herts.

#### Dr. Hoffmann's Tribute.

To the Editor of the AMERICAN DRUGGIST:

While on a recreation trip through the Alps and Alpine lakes of the Tyrol, Northern Italy and Switzerland, I received simultaneously from several friends the sad news of the death of Dr. Chas. Rice, as well as your two letters yesterday, just after having crossed the snow-clad ranges of the Splügen from Chiavenna to Thusis.

Being far away from my present home, from my literary and memorial documents, as well as too much under the unforeseen and saddening impression of the loss of so dear and noble a friend, I cannot for the present comply with your request for sending you some reminiscences of my many years' intimate intercourse with the deceased distinguished scholar and friend. Other contemporaries and friends nearer at home will amply respond to your generous endeavor and will testify to the noble character, the generous and forbearing qualities of heart and mind, the indefatigable industry and the rare and comprehensive erudition and attainments of Dr. Chas. Rice, of whose earlier period of life I know very little.

His demise is an irreparable loss to pharmacy, particularly to compilatory pharmacopœial work. Considering his great abilities, his logical, systematical and thorough methods of work and his professional accomplishments, I doubt whether American pharmacy among its ranks will ever see his like again.

FRED. HOFFMANN.

Brunnen, Lake of the Four Cantons, Switzerland.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

### GROWING BACKWARD.

AT just about this season every year thousands of merchants begin a retrogressive movement. They conclude to stop trying to grow and simply drift for a few months. To drift is always to drift backward. Any business that ceases to go forward must necessarily go the other way. Business does not escape the general law that applies everywhere else. Any farmer views with dismay conditions that bring the growth of his crops to a standstill, for he knows that the loss of time will never be wholly made up, and that a final shrinkage of crop is inevitable. Thousands of druggists stop advertising through the summer months. They expect trade to be duller, and complacently accept the situation, doing just what is most apt to insure this result. They do this because they do not know what advertising is. They think it is a means of selling goods just when people want goods. They do not know that the immediate sale that

**Chamois Skins and Sponges**

**CHAMOIS**—We have found the Imported Chamois Skins much superior to the domestic. They have more body—fewer holes and seams. They do not get hard after being wet, and do not wear in use. We guarantee every skin, 5c to 50c. Special values at 25c.

**SPONGES**—Large and small. Fine and not so fine. The best for home-cleaning are called Sheep-swool. They are tough and yet soft, wear the best, and scratch the least. Sheep-swool Sponges 10c to 50c. Grad Sponges 5c up.

**HOUSE-CLEANING SUPPLIES**—Anything you need that a good drug store ought to have. Lowest Prices.

**RICHARD H. LACKEY,**  
APOTHECARY  
Lehigh Avenue and Fifth Street  
Have Your Prescriptions Filled There.

**Reduction**

In All Bristle, Solid Back Hair Brushes.

Our Fall stock coming in is crowding out the stock on hand. We pay you to take them away by offering an All Bristle, Solid Back Brush at

15c from 25c
25c from 50c
50c from 75c

They are long, strong, light in weight, and will stand up to the most severe use. They are made of the best material and are sold at the lowest price to the public.

Ten cent Medicinal Soaps have made a hit. Customers who have been paying 20 and 25 cents for skin soaps are saving money and getting as good results.

Tar Soap 20c; Sulphur Soap 10c; Carbolic Soap 20c.

**RICHARD H. LACKEY,**  
APOTHECARY  
Lehigh Ave. and Fifth St.  
Have your Prescriptions filled there.

The Prize Advertisements.

results from advertising is merely a part of what advertising is to do, and the lesser part at that.

Advertising at its best is intended to influence the judgment of the people of a community; to get control of the faculties that control volition; to so impress the minds of people that it will be impossible for them to think of goods in your line without thinking of you, and to have this thinking favorable to you. This may seem theoretic and impossible of accomplishment, yet nearly all success in retail advertising is in proportion to the degree in which these very things are accomplished.

Therefore, advertising to do all that it should do must be continuous. Give people a week in which to forget you, and you lose your hold upon them just that much. Instead of being a season when you can stop advertising, summer is in reality a time when there is a special need of it.

The time when business needs a tonic most is when it is most sick. The time to get hold of people is when others are apt to be letting them alone. If you have not been in the habit of advertising during the hot weather it is probable that your competitors follow the same method. If you wish to attract anybody's attention, the time to do it is not when a whole lot of people are shouting at him, but when the rest are still. Summer is quite apt to be one of these still times. Keep up aggressive advertising this year. You may not see results during the hot weather, but you are quite sure to see them in the fall.



**The Prize Advertisement.**

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Richard H. Lackey, Philadelphia.*

**CRITICISM AND COMMENT.**

The ads of Mr. Lackey, which receive the prize, are unusually good of their kind, and they are, I judge, well adapted for the locality. It is not always necessary or advisable in the average community to use ads of so distinctly a cut-rate character, but in the larger cities and elsewhere, where there is a general cut-rate atmosphere, ads of this type are apt to be the most effective. These contain all the elements of good price-quoting advertising, and indicate that the writer of them has a good grasp of advertising principles. They are the best as yet submitted by this advertiser, and could be depended upon to influence business anywhere.

**THE CIRCUS METHOD.**

Mr. H. G. Graves, Indianapolis, sends proofs of a picture of his street advertising outfit. This portrays a development in pharmacy that is quite apt to make some of the old timers look agast. Whether or not it is good advertising depends upon the class of people to be reached. Among the working classes this is likely to be as effective as the kid glove variety; and while it plays havoc with some of the cherished traditions of the trade, it may, as a purely individual proposition, be all right. It is doubtful, however, if the slangy text would be justified anywhere. Slang may not lower the user in public estimation, but neither will it raise him, and it is well to strive for the latter result.

**RESULTS INSURED.**

The difference between doing a thing poorly or well is, in advertising, often the difference between success and failure. Let a man prepare good matter advertising an article and then print it in a cheap, slovenly manner, and the chances are ten to one that he will not get satisfactory results. Take the same matter and put it in attractive, readable form and it will fulfill expectations.

Mr. W. O. Frailey, Lancaster, Pa., sends a new, revised edition of a circular reviewed a year ago. It is now in the form of an eight-page booklet, the first outside page being arranged as a cover. The matter inside is broken up into paragraphs, each with a suitable heading. The production is one that will command respect and secure a hearing. No one who puts out as adequate a piece of printed matter as this need worry about results; he has insured them by taking pains to put out something worthy of a hearing.

**HOW SOME DRUGGISTS SAY IT.**

"Spring fever" is abroad. Spirits droop. "That tired feeling" recurs constantly. Appetite "goes back on you." Blood is poor. That's nature's way of telling you that you need Williams' Beef, Wine and Iron. It's an ideal tonic. Bracing, strengthening, exhilarating. Purifies and enriches the blood. Tones up the whole system. Soon makes you feel like yourself again.—Williams, Washington, D. C.

It is my business to dispense health-giving prescriptions in the right way. It is a business which I have not learned in a day, but only after years of hard, steady, persistent work and study, coupled with a desire to know my business in all its branches, no matter at what cost. I use pure drugs, compound them accurately, and charge an honest price.—Andrew R. Cunningham, Detroit, Mich.

**COLLEGE COMMENCEMENTS.****THE NATIONAL COLLEGE.**

The commencement exercises of the National College of Pharmacy took place at Washington, D. C., on May 31. There were 15 graduates, as follows: Alexander S. Shiras Daggett, New York; F. Perkins Dewey, Tennessee; Peter Joseph Duncan, Connecticut; Joseph H. Holland, District of Columbia; Charles E. Houghton, Massachusetts; Adams Kimball, Pennsylvania; William T. Kerfoot, Jr., Virginia; J. Arthur Klinger, Pennsylvania; John Kraus, District of Columbia; W. Fenwick Mattingly, Maryland; Helen M. Proctor, Vermont; Frederick Repetti, District of Columbia; Jesse A. Simpson, Maryland; Thomas Stretton, England; Frank A. Tuck, Virginia.

**THE MARYLAND COLLEGE.**

The forty-ninth commencement of the Maryland College of Pharmacy was held at Baltimore on May 21. The graduates, grouped by States, were:

Maryland—P. C. Baer, Samuel Fox, J. C. Gimmel, H. Hauser, Louis Hergenrather, N. A. Hess, E. H. Hudson, Alvin N. Hewnig, R. M. Lyon, W. V. S. Levy, J. G. Renner, C. H. Stroebel, Jr., W. E. Shaper. Alabama—J. G. Adams. Kentucky—J. Barbour. North Carolina—L. B. Cole, William J. Freeman, W. W. Kidd, W. F. Moody, Percy P. Robinson, S. J. Wilson. South Carolina—R. E. Houston. Texas—E. G. Kiesling. Georgia—D. E. Morgan, E. M. Stevens. Virginia—J. S. McMath, L. D. Pruden, W. M. Wilson. West Virginia—H. C. Richardson. Pennsylvania—C. C. Thorne, G. C. Wisotzki. Denmark—J. K. Hanson.

**THE NEW ORLEANS COLLEGE.**

The first annual commencement exercises of the New Orleans College of Pharmacy, a new institution, were held at the Athenæum in that city on May 14. President Levy conferred the degree of Ph.G. upon John Leonard Sells, George Alexander Moffett and Urbain Billard. Mrs. Helena J. Kelly and Joseph Henry Dunn, not having fulfilled the requirements as to experience, were awarded certificates.

**Obituary.**

Jesse Hodgson, druggist, of Clarksville, Tenn., died on May 31, aged 33.

Robert B. Burt, druggist, of Wheeling, W. Va., died on May 29 at his home. He was 44 years of age.

John W. Bowe, druggist, of Mankato, Minn., died on May 13 at Estalline, S. D., of consumption. He was 30 years old.

George R. Kerans, druggist, of Cuba, O., died on May 9 in that town. He was 43 years old and for 21 years had been located at Cuba as druggist.

Wm. Verner, of the chemical house of O. S. Janney & Co., Philadelphia, Pa., died on May 13 at his home in that city. He was 72 years old and prominent in financial and business circles.

Robert Geer, head of the Robert Geer Salt Co., but who had conducted a drug store successfully at Norwich, Conn., for several years, died on May 22 at his home in Albany, N. Y. He was 64 years old.

John W. Nairn, a wealthy retired druggist, of Washington, D. C., died on May 20 in that city. He was almost 75 years old. Up to 20 years ago he had conducted a drug store. It is estimated that his real estate holdings alone are worth nearly half a million dollars.

Col. George W. M. Reed, who was connected with the Pratt & Whitney Co., of Hartford, Conn., but who had been for 20 years engaged in the manufacture of a proprietary article at New Haven, Conn., died on May 22 at Tariffville, in that State. He was 60 years of age.

Eugene Dane Pardee, a well-known and highly esteemed druggist, of Wausau, Wis., passed away on April 19, in that city. He had been president of the State Association and was not alone successful in business but decidedly popular in the trade and a man of charitable, whole-souled generosity.

Rudolph Williams, druggist, of Columbia, Pa., who was also the oldest resident of that town, died on May 21. He was 98 years old, having been born on a farm in Cumberland County, near Carlisle, on March 12, 1804. When 18 he entered a Carlisle drug store to learn the business. In 1827 he established a drug store on Market street, Harrisburg, and later opened one at Columbia.

# NEW YORK STATE DRUGGISTS'

## ANNUAL CONVENTION AT BUFFALO.

**Large Attendance and Important Business Transacted—Pharmacy Law to Be Amended.**

THE twenty-third annual meeting of the New York State Pharmaceutical Association was opened in the City Convention Hall, of Buffalo, by President Felix Hirseman, of New York, on Tuesday, June 4, at 11 a. m., under most pleasant auspices. Seats were provided for 200, but these were taken long before the convention was called to order, and when President Hirseman's gavel sounded he faced an audience numbering at least 300. After referring with pride and pleasure to the numerous gathering, he briefly introduced Mayor Dr. Conrad Diehl, of Buffalo, who extended a cordial welcome to the visitors in the double capacity of Mayor and man of medicine, and tendered them the freedom of the city. The response was made by President William E. Anderson, of the National Association of Retail Druggists, and after an address of welcome by J. A. Lockie, in behalf of the Erie County Pharmaceutical Association, of which he is the president, Mr. Hirseman proceeded to deliver his presidential address.

### Address by President Hirseman.

The address reviewed the operations of the association during the year. Finances were first touched upon. Shortly after the 1900 meeting it came to the president's knowledge that the funds of the association were not only entirely exhausted, but that there was a treasury deficit, and it was only by vigorous effort in the collection of dues that this condition was remedied. At last year's meeting no opportunity was given for the reading of papers on technical subjects or otherwise. Mr. Hirseman called attention to this to deplore it, and suggested that suitable provision be made at this meeting for the presentation of papers. From this he passed to

### THE ACCOMPLISHMENTS OF THE N. A. R. D.

These he summarized thus: The N. A. R. D. has prevented the establishment of cut rates in new places; where partial inroads had been made it has been successful in restoring prices, this being especially true, it was stated, of the larger cities, like New York, Chicago and Philadelphia, where a much better condition prevails than for many years. Not only has the N. A. R. D. succeeded in suppressing the cutter, but it has brought about a perfection of organization never anticipated.

### THOMAS STODDART'S SERVICES.

In a reference to national legislation, the repeal of the war tax on medicines was alluded to as a triumph of organization. Special mention was made of the services rendered to the druggists of the United States by the energetic efforts put forth by Thomas Stoddart, of Buffalo, to secure the repeal of the stamp tax. President Anderson, of the N. A. R. D., also came in for favorable mention.

### THE PREREQUISITE CLAUSE.

President Hirseman believes that the date for the adoption of the so-called prerequisite clause has been set too far in the future, and he urged an earlier adoption of the requirement that all candidates for examination by the Board of Pharmacy be graduates of pharmacy.

### THE PASSAGE OF OBJECTIONABLE BILLS.

In referring to the numerous measures pertaining to pharmacy during the year, President Hirseman expressed keen regret over the passage of the Military Code amendments bill, which deprived the hospital stewards of the National Guard of their rank and title of first lieutenant and military pharmacist. The Costello bill making it obligatory on the Board to issue certificates without examination to persons in rural districts was also deplored.

### FAVORS AMENDMENTS TO THE PHARMACY LAW.

Regarding amendments to the pharmacy law as applying to its operations in New York City, President Hirseman said:

"It is my opinion that the law should be amended in the following particulars: Providing for Board elections under the supervision of the present Board; that a system of registration at least one month previous to election be made, and that the franchise be extended to all those who hold a license issued by the present Board."

He recommended a modification of the Costello bill providing for an examination before granting leave to persons in rural districts to sell poisons or compound prescriptions.

A great deal of dissatisfaction has been expressed in the Eastern section regarding the Board's interpretation of the words "personal supervision" of unlicensed persons, and he recommended a more definite wording in order to determine permissible work and give a limited independence to unlicensed persons.

### SPECIFIC RECOMMENDATIONS.

The new pharmacy law was said to be working smoothly. There was some obscurity in regard to the mode of electing members to the middle section. The law merely states that the election shall take place at the annual meeting of the State Pharmaceutical Association, without stating time, place or method. President Hirseman recommended that the time and place be designated at least one month in advance and published in the pharmaceutical journals published in the State, the election to be by ballot under the supervision of the State Board, acting as a Board of Inspectors. He also recommended a readjustment of the territory. The Eastern and Middle sections contain nearly an equal number of stores, but the West-



THOMAS L. STODDARD,  
The New President of the Association.

ern section has comparatively few. He suggested taking several counties from the Middle section and adding them to the Western.

The address concluded with an expression of thanks to the officers and members of the association for the aid and courtesies received during the administration.

On motion of A. H. Brundage, the address was received and referred to a committee of five for consideration and report. The committee was named as follows: Wm. Muir, Kings County; Oscar Goldmann, New York; A. B. Husted, Albany; R. K. Smither, Erie; C. W. Holmes, Chemung. Applications for membership were received to the number of fifty, and under the rules were posted for action at a subsequent sitting.

Judson B. Todd, secretary, submitted his annual report, showing the business transacted during the year. The expenses of the office amounted to \$1,056.56. The report was referred to the Executive Committee for audit.

Treasurer T. W. Dalton, of Syracuse, reported expenditures of \$1,497.95; receipts from all sources, \$2,389.38; cash on hand, \$891.43. The report was referred to a Committee of Audit.

A communication from the New Jersey Pharmaceutical Association transmitting resolutions adopted by that association looking to a renewal of the friendly relations between the two associations was read by the secretary, and on motion of Wm. Muir was referred for consideration to a special committee, to report at a subsequent sitting. Oscar Goldmann, of

New York, wanted the report deferred for twelve months, but his motion failed to find a seconder.

#### THE PROCTER MEMORIAL.

A recommendation from Prof. Henry Kraemer, of Philadelphia, asking the association to participate in forming a memorial to Wm. Procter, Jr., at the semi-centennial celebration of the American Pharmaceutical Association, was read, and on motion of A. H. Brundage was referred for action to a special committee of three, to be appointed by the chair. President Hirsman named as members of this committee, A. H. Brundage, Brooklyn; Geo. C. Dickman, New York; Willis G. Gregory, Buffalo.

President Hirsman called attention to the absence of two members of the Executive Committee, and suggested temporary appointments. A motion was made providing for this, and A. S. Van Winkle, of Hornellsville, and Adrian Paradis, of Brooklyn, were chosen temporarily to fill the vacancies.

After the appointment of various other temporary committees, the forenoon sitting was adjourned.

#### AFTERNOON SESSION.

The afternoon session was called to order by President Hirsman at 3 o'clock. The minutes of the preceding sitting were read and adopted.

The following applications for membership were posted and favorably acted upon during the afternoon session on Tuesday:

New York City: Raymond Guarini, 21 New Bowery; Geo. C. Stolzenberg, 484 Second avenue; Morris Dlugasch, 157 Avenue B; Joseph Weinstein, 75 East Broadway; Philip J. Schaaf, 3409 Third avenue; Frank Avignone, 59 Macdougall street; John A. Whittet, 1562 Ocean avenue; Peter Diamond, 86 Rivington street; Choman Bernstein, 61 Eldridge street; Albert B. W. Firmin, 788 McDonough street; Louis Berdy, 1594 Madison avenue; Nicola Vecchio, 2208 Second avenue; John L. Goldwater, 2671 Third avenue; Charles A. Riehl, 133 Fulton avenue; John W. Riehl, 133 Fulton avenue, Astoria; Wm. L. Schultz, 1826 Second avenue; Ed. Pfaff, 176 East Seventy-eighth street; Reinhard Eschmann, 755 Ninth avenue; Hugo Kantrowitz, 115 West Ninetieth street; Abraham Bakst, 146 East Broadway; Julius Hammer, 306 Rivington street.

Buffalo: Thomas W. Tyson, 533 Franklin avenue; S. A. Grove, 887 Prospect avenue; W. H. Smith, 150 Rhode Island avenue; Charles W. Martgloff, 367 William street; E. H. Breckon, 65 Chapin Block; Daniel T. Horton, 151 Northland avenue; S. M. Spryszynski, 391 Peckham street.

Allegany: Henry A. Soule.

Batavia: Edward H. Leadley, 99 Main street.

Belmont: James A. Anderson.

Dunkirk: Ed. Jas. West, 309 Centre street.

Morris: G. A. Sanderson.

Monticello: William Wagner.

Ossining: Robt. A. Sloss.

Pike: G. M. Blackmer.

Rochester: Chas. A. Hibbard, 11 Cambridge street; Geo. Gillespie, 448 Lyell avenue; Arthur C. Dempsey, 167 East avenue; Mary E. Mason, 624 South avenue; W. T. McBay, 380 Monroe avenue; F. W. Fickett, 639 Lake avenue.

Syracuse: Mrs. M. Harmon, 615 Almond street; F. H. Nye, 201 East Genesee street; James H. Dunlavey, 308 Oak street.

Salamanca: W. B. R. Longyear, 15 Main street.

Schenectady: E. M. Wing, 126 Barrett street.

Sinclairville: E. J. Bargar.

Troy: Fred. W. Schneider, 87 Congress street; Fred. H. Curtis, 129 Congress street.

Watervliet: H. B. Hodgman, Twenty-third street and Sixth avenue.

#### PHARMACY LEGISLATION IN THE STATE OF NEW YORK.

The report of the Committee on Legislation was presented and read by Chairman Hirsman. The report stated that, contrary to expectations, the committee was confronted with a perfect avalanche of bills pertaining to pharmacy. There were altogether ten bills, two of which the committee failed to check. These were the amendment to the military code abolishing the rank of military pharmacist and the Costello bill. The report stated in substance that Assemblyman Costello had been influenced in introducing his measure by his friendship for two individuals who had insufficient knowledge to pass an examination, and at the suggestion of R. K. Smither this passage was stricken from the report.

#### AGAIN THE PREREQUISITE CLAUSE.

The report closed by presenting a proposed amendment to the pharmacy law, worded as follows: "That on and after

January 1, 1905, graduation from a recognized college of pharmacy shall be required as a prerequisite to examination by the State Board of Pharmacy."

The report was received and referred to Committee on President's Address.

#### A LOCAL ORGANIZATION SLURRED.

A portion of the report was given up to a review of the Donnelly-Rainey bill to amend the State Pharmacy law, and in this the Greater New York Pharmaceutical Society was severely slurred, and, as expressed by its representatives, insulted. Mr. Firmin, chairman of the Committee on Legislation of the Greater New York Pharmaceutical Society, who took a prominent part in the proceedings, made a dignified protest against the references in the report, which he said were unworthy of the State Association.

#### REPORT RECOMMENDED FOR CORRECTION.

W. H. Rogers, a member of the committee who signed the report, said he had signed it without full knowledge of its import, and he agreed with Mr. Firmin, sustaining the justice of his position. He moved to recommend the report for correction.

R. K. Smither also supported the motion to recommit, and on motion of Clay W. Holmes action to this effect was taken. Mr. Holmes then moved to expunge from the minutes all reference to the discussion on the report, and this was carried. The result was regarded as a vindication of the much criticised attitude of the Greater New York Society toward the new pharmacy law, and both Mr. Firmin and Dr. Goldwater, who championed the position of the society, were congratulated on the manner in which they acquitted themselves.

#### REPORT OF THE COMMITTEE ON PAPERS.

F. P. Tuthill, chairman, announced the following papers: "The Advertising Druggist," by Judson B. Todd; "Should the Pharmacy Law be Amended?" by Edward S. Dawson, Jr.; "The Lloyd Reaction for Morphine" [sic], by Joseph L. Mayer, Phar. D.; "The Habitat of Drugs," by Walter Bryan, M.D.; "Shop Notes and Dispensing Hints," by W. A. Dawson; "A Few Facts About Vaccine and Vaccination," by Frederic P. Tuthill, Phar. D.

The committee this year adopted a different plan from that followed heretofore, believing that more papers could be obtained by personal application than by printing a list of queries in the Annual Proceedings. The chairman remarked that the correspondence in the work had been "most enjoyable," and he returned thanks on behalf of the committee to the members "for their kind and courteous treatment of the committee." The report was signed by F. P. Tuthill, Charles W. Parsons and George Zimmerman.

#### FOR AMENDMENTS TO THE PHARMACY LAW.

E. S. Dawson, Jr., former secretary of the old State Board of Pharmacy, read a paper entitled "Should the Pharmacy Law Be Amended?" which provoked considerable discussion. Mr. Dawson said the law as a whole was a commendable measure. If, however, he was asked to criticise it, he would say that it provided for too many members for the Board. Nine men could do the work of the fifteen now composing it, and he was sure on second thought that five could do the work of the nine. In addition to the requirements for eligibility to an election to the Board, the candidate should also be a graduate of an incorporated college of pharmacy. In the matter of the election of members of the Board, he believed that every licensed pharmacist and druggist in the State who was a duly registered proprietor should have a voice in the election of the members. At present the franchise in the Eastern or New York City section is restricted to the members of certain pharmaceutical organizations. Mr. Dawson said the Board was invested with too much discretionary power. He deemed it a blunder of the most inexcusable kind that the framers of the present law did not have foresight enough to provide for the repeal of Sections 401, 402, 404 and 405a of the Penal Code, relative to the sale and dispensing of poisons. He criticised subdivision 3 of Section 201 of the new law, which prohibits an unlicensed clerk from retailing medicines like Rochelle salt during the absence of the licensed pharmacist, as unnecessarily harsh on the licensed proprietor. If, he asked, unlicensed merchants and their employees are permitted by the law (Sec. 199) to retail dyestuffs, and these include poisons like lead acetate, copper sulphate, etc., why should it be such a horrible sin for an unlicensed employee of a licensed proprietor to sell at retail a harmless medicine like Rochelle salt?

Regarding the disposition of the surplus funds of the Board, Mr. Dawson observed that if a majority of the licensed pharmacists and druggists of the Eastern section of the State approved of the payment of these funds to the New York and

Brooklyn Colleges of Pharmacy, he had no comment to make, as it was not his ox that was being gored.

#### FAVORABLE TO THE GREATER NEW YORK SOCIETY.

Mr. Dawson's paper was distinctly favorable to the amendments to the pharmacy law asked for by the Greater New York Pharmaceutical Society, and was received with marked demonstrations of approval by the friends of that society who were present, as well as by others. The paper was discussed by Julius Hammer, of the New York Retail Druggists' Association, R. K. Smither and others. On motion of Mr. Smither, the paper was received and the subject matter referred to the Legislative Committee for consideration and subsequent report to the association.

#### WRANGLE OVER PHARMACY LAW AMENDMENTS.

A paper by Judson B. Todd, of Ithaca, on "The Advertising Druggist," was next read and referred, and after an announcement by Chairman Lockie, of the Entertainment Committee, a period of bickering and impatient discussion ensued on a motion by Dr. W. G. Gregory, providing that all questions pertaining to amendments to the pharmacy law should be made a special order for the first sitting on Friday morning. Objection was made immediately by Mr. Firmin, who offered an amendment providing for a complete presentation of the subject at the first sitting on Wednesday morning. Wm. Muir objected to this and sustained Dr. Gregory's motion. After a long wrangle a motion by W. C. Anderson, providing for the discussion of subject of pharmacy legislation at all sittings, but fixing Friday as the day for final vote on the adoption of proposed amendments, was adopted.

The report of the Conference Committee of representatives of the various pharmaceutical associations in Greater New York, who have had under consideration numerous proposed amendments to the law, was submitted at this point in response to call for it and in accord with Mr. Anderson's motion. The report embraced a practical adoption of the form of law proposed by Dr. G. A. Saxe in the May 25 number of the AMERICAN DRUGGIST, the introducer of the report; Chairman Geo. H. Hitchcock, admitting as much to the representative of this paper. The report was, however, hardly definite or conclusive enough to satisfy the members, and it elicited little discussion. It reads as follows:

NEW YORK, May 21, 1901.

On the above date a meeting was held by the Legislative Committees of the different pharmaceutical associations and of the colleges of pharmacy of Greater New York, and the following preamble and resolutions were unanimously adopted:

"Whereas, This joint committee, believing that pharmacy should be recognized as a profession, and further believing that the present is an opportune time to bring the subject before the pharmacists of our State, it is therefore

Resolved, That this joint committee recommends that such laws be placed upon our statute books, to go into effect January 1, 1903, as will raise the standard of the pharmacist to that point where he must be recognized in all walks of life as a professional man. And it is

Resolved, That the laws governing the practice of medicine be considered, in framing a law for the pharmacist, particularly as regards the educational qualifications before entering a college, the necessary college of pharmacy diploma before taking the State examination, and the appointment of State examiners. And it is further

"Resolved, That a copy of these resolutions be presented at the State Pharmaceutical Association meeting, which is held in Buffalo on June 4-8, 1901, inclusive, with the request that favorable action be taken on them."

The resolutions embraced in the report were referred for consideration to the Committee on President's Address.

After the appointment of a Committee on Place of Next Meeting, composed of J. F. Van Nort, of Elmira; Geo. H. Hitchcock, of New York, and Geo. E. Thorpe, of Syracuse, and the reading by E. S. Dawson, Jr., of the report of the old State Board of Pharmacy for the period ending December, 1900, the afternoon sitting was adjourned.

#### WEDNESDAY'S SESSION.

The proceedings were opened at 10.30 o'clock a.m. by President Hirseman, who called for the reading of the minutes of the previous sitting, which were read and adopted. The election of members to fill a vacancy in the Middle and Western branches respectively of the State Board of Pharmacy was announced to take place at this sitting. Secretary Todd read the usual annual message from the editor of a drug publication in Missouri, and a telegram from Geo. J. Seabury,

of New York, in regard to support for the movement for the advancement of the military pharmacist, after which the applications for membership presented at the preceding sitting were favorably acted upon and eight new applications were received, making a total accession to membership of nearly 75 at the three sittings.

#### ACTION ON THE PROCTER MEMORIAL.

A. H. Brundage, of Brooklyn, reported for the committee on the proposed memorial to the late Wm. Procter, Jr. The report favored the establishment of a National Research Laboratory at Washington to be named after Procter. Failing this, the foundation of a scholarship for graduates in pharmacy at some American university, or the bestowal of a medal bearing Procter's name to be awarded for conspicuously meritorious work in any of the branches of pharmacy. The report declared that the State Association should lend the American Pharmaceutical Association its full support and co-operation in the matter. On motion of Mr. Firmin the report was accepted and adopted by a rising vote.

The members from the Middle and Western sections of the State then withdrew from the hall in order to participate in the elections for the filling of vacancies on the respective branches of the State Board of Pharmacy, and the remainder of the session was devoted to the reading of papers on pharmaceutical topics and the reception of delegates.

Prof. E. H. Bartley, of the Brooklyn College of Pharmacy, read a paper on "The Lloyd Reaction for Morphine," written by Joseph Mayer, and the summary of a paper on "The Synthetic Remedies as Poisons," by Edward Klein, a son of President Klein, of the Kings County Pharmaceutical Society.

#### ASSOCIATIONS REPRESENTED.

Chairman Charles F. Schleussner, of the Committee on Credentials, reported the following associations and colleges as represented by delegates, viz.: College of Pharmacy of the City of New York and its Alumni Association, Kings County Pharmaceutical Association, Brooklyn College of Pharmacy and its Alumni Association, New Yorker Deutsche Apotheker-Verein, Erie County Pharmaceutical Society, New York Retail Druggists' Association, Manhattan Pharmaceutical Association, Greater New York Pharmaceutical Society, Westchester Pharmaceutical Association, New Jersey Pharmaceutical Association.

Harry B. Ferguson spoke for the New York College of Pharmacy, Wm. Muir for the Kings County Pharmaceutical Society, F. P. Tuthill for the Alumni Association of the Brooklyn College called attention to the fact that four of the seven papers read at this meeting were prepared by Brooklyn College alumni.

The most interesting statement from a delegate was made by Edward A. Sayre, of the New Jersey Pharmaceutical Association. In a tactful speech, calculated to re-establish fraternal relations between the two associations, he expressed the hope that the New York State Association would send delegates to the next meeting of his association.

Wm. Muir, the chairman of the committee appointed to consider the difficulty with the New Jersey Association, followed Mr. Sayre and expressed his sense of gratification over the statement made by the latter, and said it would have the effect of making his work easy. The sitting was then adjourned.

#### THURSDAY'S SESSION.

The programme for Thursday's session embraced the presentation of various important reports, such as that of the State Board of Pharmacy by President Smither and the report of the Committee on Trade Interests by Clark Z. Otis. Chief interest was, however, centered in the nomination and election of officers to serve during the ensuing year, and a large attendance attested to the interest taken.

The sitting was opened by President Hirseman at 10.30 o'clock. After the minutes of the preceding sitting had been read and adopted eight applications for membership which had been posted for the required time were favorably acted upon and the candidates declared elected.

The report of the delegates to the Detroit meeting of the National Association of Retail Druggists was submitted at this point by President Hirseman, the chairman of the delegation, who asked Vice-President Stoddart to read the report, which reviewed the work transacted at the meeting and cited the various resolutions adopted for the future conduct of its affairs. The committee closed by recommending the continuance of membership in the N. A. R. D.

On motion of A. L. Goldwater the report was ordered received and the recommendations contained in it adopted.

The following resolution relating to the adoption of the

Worcester plan was offered by Geo. H. Hitchcock, of New York, and, on motion of Wm. Muir, adopted:

#### Resolution on the Worcester Plan.

Whereas, every manufacturer of a proprietary medicine has a moral and legal right to sell such medicine with price restrictive conditions of sale and to enforce the conditions at law, when due notice thereof has been given to the purchaser; and whereas, a manufacturer has a right "to join with others in similar need to accomplish that which would be too burdensome, expensive or impracticable to achieve alone, and without which concert his power to fix the price of his own product would be barren of good results;" and whereas, reciprocity of action rightfully used tends to promote and enlarge the sphere of trade; therefore

Resolved, That we request the Executive Committee of the N. A. R. D. to make a Price Protective Policy a stated topic for consideration at the October meeting of the N. A. R. D.; that ample time be allotted for that purpose; that arrangements be made for a definite proposition, such as will commend itself to the proprietors that favor price protection; that proprietors be invited to attend and participate in the consideration of said policy with a view to adopting the same and co-operating with the N. A. R. D. in making it operative as a part of the N. A. R. D. plan.

Thirteen additional applications for membership were announced by the Executive Committee, and they were posted for action at a subsequent sitting.

The Committee on Pharmacy and Queries announced the reading of a paper by Joseph Helfman, of Detroit, on "The Abuses of Proprietary Rights in Pharmacy."

On motion of A. B. Huested, seconded by A. H. Brundage, the paper was received, referred for publication, and the thanks of the association extended to the author.

The conclusions of the author were disputed by Mr. Smither, who, however, made no objection to the printing of the paper.

A. H. Brundage called attention to the fact that the association had failed to take action on the death of Dr. Charles Rice, and moved that a rising vote be taken as a mark of respect, and that a page of the proceedings be set apart as a memorial.

The report of the State Board of Pharmacy was submitted by President R. K. Smither.

A. B. Huested moved to refer to the Executive Committee for action on the recommendations contained in the report.

The report of the Committee on Trade Interests was read by Chairman Clark Z. Otis, which took the usual course.

#### Election of Officers.

The election of officers resulted as follows:

President, Thomas Stoddard, of Buffalo.

First Vice-President, J. F. Van Nort, of Elmira.

Second Vice-President, Geo. H. Hitchcock, of New York City.

Third Vice-President, A. S. Van Winkle, of Hornellsville.

Secretary, Judson B. Todd, of Ithaca.

Treasurer, Thomas W. Dalton, of Syracuse.

Executive Committee: J. A. Lockie, Buffalo; P. W. Ray, Brooklyn; E. S. Dawson, Jr., Syracuse.

Delegates to the St. Louis meeting of the American Pharmaceutical Association were elected as follows: Dr. E. H. Bartley, Thomas Stoddard, Clay W. Holmes, Dr. A. B. Huested, Dr. Geo. C. Diekman.

Friday morning's session was devoted to the reading of special and committee reports. The Committee on President's Address took no action on the recommendation to change method of election in the Eastern section, deeming the reference an expression of opinion merely and not a specific recommendation. A separate motion to open the franchise to all licensed pharmacists, thus making the mode of election in the Eastern section uniform throughout the State, was introduced, but the meeting seemed to be opposed to making any change in the law until it had a longer trial, and no action was taken on the question up to a late hour. Finally, however, the delegates of the New York City associations, who favored an amendment to the pharmacy law to give the right to vote for members of the board to all licensed druggists in the Eastern section, gained their point by the adoption of the following resolution: "That the members of all incorporated pharmaceutical associations in the Eastern section, the requirement of membership in which is the holding of a license as pharmacist or druggist, shall be entitled to a voice and vote in the election of members of the Eastern section of the State Board of Pharmacy."

The Legislative Committee was instructed to introduce and push the amendment in the State Legislature. Elmira was selected as the place of next meeting.

#### The Commercial Travelers.

As usual the traveling salesmen were much in evidence at the convention, so it may have been more than accidental that the historic name of John Paul Jones, of Sharp & Dohme, should head the registry list. It had a good sound; Jones, "he still pays it," but, as the representative of a rival house remarks, he is not the only one who does. With him, and among the last to register on the second day, was Thomas J. Norman, now covering Eastern New York for the firm, but till quite lately doing the same work in New Orleans and vicinity.

R. W. De Puy, of the Rochester Youthful Tint Company, is next on the list, still carrying out the rule of laugh and grow fat. He was closely followed by J. F. Ball, of the same company.

William Ferdon, of New York, representing the Springer Torsion Balance Company of 92 Reade street, Manhattan, was in evidence early. Some one was afraid he would not be noticed and registered him a second time, but he certainly did not need so much introduction.

Dr. Fred. R. Burdick, of Syracuse, in the interest of the Keasby & Mattison Company, was accused by a jealous associate as already looking after the ladies during the first session.

J. S. Marvin is a Buffalo man, serenely looking after the interests of Seabury & Johnson and having an inside deal on local matters.

Whitall, Tatum Co. were represented by Frank A. Weed, who covers the Buffalo territory regularly, and also by an associate, Leslie Fawcett, of New York.

Fred. P. Hinkston, one of the hopeful Rochester men who come to Buffalo once a year to get beaten in the bowling game, was out for Bruen, Ritchey & Co.

The big list in a bunch was properly headed by the name of solid-man and popular L. E. Treat, with Johnson & Johnson. His associates were James H. Rogers, H. A. Stephens and H. P. Snow.

Another good man well known on the Buffalo route was W. F. Sohn, with the New York Paper Box Company. The boys say he has a new joke this season.

"Rob" Service, long with John M. Maris & Co., was in early. He has obtained the title of the politician of the traveling men.

George H. McLeod, of the Empire State Drug Company, Buffalo, was chairman of the commercial travelers' Reception Committee and looked closely after the welfare of his wide circle of acquaintances, doing all the honors in a handsome way. The company was also represented by W. W. Whitney, New York City agent, and Clark Z. Otis, of Binghamton, who is the agent for Pennsylvania.

The William S. Merrell Chemical Company, of Cincinnati, was represented by C. Fuller and E. H. Brecken, of Buffalo, and W. R. Mandelbaum, of New York.

James H. Waul is also a Buffalo man, formerly with Plimpton, Cowan & Co., but now representing the Criswell Chemical Company, of Washington, D. C.

Adolph Stahl, of the Manhattan Drug Company, New York, is still busy working the ninety-ninth degree of the religious order of Buffaloes.

H. K. Mulford & Co., of Philadelphia, sent out Ben E. Taylor, the general manager of the traveling men of the firm, and also W. A. Milne, of Buffalo.

Frank H. Smith, with H. K. Wampole & Co., of Philadelphia, makes Buffalo his headquarters at present.

W. J. Fernald, of Moravia, who has covered the Buffalo territory a long time for the Century Perfumery Company, was early on the list.

Dr. E. H. Guigrich, of Lebanon, Pa., and A. E. Jacobus and O. T. Dill, of New York, looked after the interests of W. R. Warner & Co.

D. T. Horton, also in the Buffalo territory, but resident of Cleveland, and traveling for the firm of Strong, Cobb & Co., of that city, lined up on the first day.

Manager Buescher, of the Buffalo office of Parke, Davis & Co., did not register as a traveling man, but the house was represented by T. W. Tyson, of Buffalo, and H. B. Putnam, of Rochester. S. H. Carrigan, of New York, manager of the traveling men of this house, arrived later on, as did Professor Ryan and Joseph Helfman.

Hires' Root Beer was one of the few exhibits in the hall. It was in the hands of Lewis J. Gerson, who is in charge of one of the company's Eastern traveling crew of ten. F. G. Powers, all the way from San Francisco, who also travels for the company, was in attendance.

F. H. Estelle, who located an office in Buffalo for John



Wyeth & Bro. some time ago, joined the meeting early, registering from Rochester.

B. I. Hicks, who travels in Western New York for Lazell, Dailey & Co., was on the list early in the week.

A. J. Trefethen, of Ithaca, came on the second day as the representative of the R. T. Booth Co. (Hyomel preparations).

## WESTERN NEW YORK DRUGGISTS' ASSOCIATION.

### Druggists of the Eight Counties of the Western Section Form Federation of Local Associations.

Advantage was taken of the attendance at the State Pharmaceutical Association meeting of a large representation of the licensed druggists of the Western section to form a federation of the local pharmaceutical associations of the eight counties embraced in this section. A meeting of the voters in the election for a member of the Western branch was accordingly called by President R. K. Smither, of the State Board of Pharmacy, and a temporary organization formed. H. P. Monroe, of Dunkirk, was made temporary chairman, and John C. Kreiger, Salamanca, vice-chairman, and Samuel A. Grove, of Buffalo, secretary. The purpose of the gathering was fully explained by President Smither, after which a form of constitution and by-laws was presented for adoption.

#### OBJECT OF THE NEW ASSOCIATION.

The constitution so offered for adoption provided, among other things, that the name of the association should be "The Western New York Druggists' Association." The territory embraced by it comprises the counties under the jurisdiction of the Western branch of the Board of Pharmacy, viz.: Erie, Niagara, Orleans, Genesee, Wyoming, Allegany, Cattaraugus and Chautauqua. The object is stated briefly to be the promotion of the business interests of its members. Membership in it is confined to the members of all local organizations in the territory covered by the association. The officers consist of a president, two vice-presidents, a secretary and a treasurer and Executive Committee. Except the Executive Committee the officers are to be elected at the annual meeting. The Executive Committee is to consist of the first vice-president, ex-officio, who also acts as chairman, and of one member from each of the eight counties; the members to be elected annually by the organizations in their respective counties. The direction of the affairs of the association is vested in the Executive Committee, who have full power to conduct its business. As to meetings it is provided that there shall be a regular annual meeting called by the Executive Committee. Special meetings may be called by the Executive Committee whenever necessary. Representation in the Association is open to all affiliating organizations in the proportion of one delegate for every ten members or fraction thereof of their membership. The delegates only are entitled to vote, but all members of the affiliated bodies are entitled to the privileges of the floor without vote at all the meetings of the association.

The constitution and by-laws were offered for adoption, and the vote was unanimous.

#### OFFICERS OF THE NEW ASSOCIATION.

The election of officers was then taken up, with the following result: President, Henry A. Soule, Allegany; first vice-president, Horace P. Hays, Buffalo; second vice-president, G. H. Bush, Castile; secretary, C. E. Martsoff, Buffalo; treasurer, Peter J. Lockie, Buffalo.

The new organization unites the pharmacists of the Western part of the State in a federation which is likely to wield considerable influence in legislative and trade matters.

### Election in the State Board.

The licensed pharmacists of the Middle and Western sections of the State Board of Pharmacy held meetings at Buffalo in connection with the meeting of the State Pharmaceutical Association, to fill vacancies on the Board of Pharmacy created by the retirement of Willis G. Gregory and Byron M. Hyde, of the Western and Middle branches, respectively. The retiring members were renominated to succeed themselves, and there being no other candidates in the field, the elections passed off without incident. Willis G. Gregory, of Buffalo, being re-elected to the Western branch, and Byron M. Hyde, of Rochester, to the Middle branch. The result gave general satisfaction.

## ASSOCIATION MEETINGS.

### The South Carolina Association.

The twenty-fifth annual meeting of the South Carolina Pharmaceutical Association was held at Charleston on May 22 and 23. The first day was given up to the reading of President O. Y. Owings' report, the reports of officers and committees, a trolley ride to Chicora Park, and other social entertainment.

At the second day's session the election of officers took place, with the following result: President, O. Y. Owings; first vice-president, J. A. Barbot; second vice-president, D. P. Frierson; secretary and treasurer, Frank M. Smith; solicitor, J. E. Burke.

Finance Committee: W. H. Zeigler, F. W. Schwettmann, D. P. Frierson.

Legislative Committee: O. Y. Owings, E. S. Burnham, J. A. Barbot, A. S. Thomas, Frank M. Smith.

Stewards: A. A. Kroeg and Frank M. Smith.

The following new members were admitted: A. W. Hernandez, Monck's Corner; L. R. Wilson, Charleston; W. S. Lynch, M.D., Scranton; W. G. Gamble, Kingstree; N. W. Hicks, Kingstree.

At the annual banquet in the evening the following toasts were responded to: "The Medical College of South Carolina," Dr. Edward F. Parker; "The College of Pharmacy of South Carolina," Dr. Edward S. Burnham; "Pharmacy," Dr. Allard Memminger; "South Carolina," Hon. J. E. Burke; "Charleston," Dr. O. W. Kollock.

### The Georgia Association.

The twenty-sixth annual convention of the Georgia Pharmaceutical Association was held at Atlanta on May 21 and 22, with about 100 delegates in attendance. A barbecue, which was to have been held, was called off on account of the rain, and a vaudeville performance was introduced instead.

At the second day's session the following officers were elected: President, W. S. Elkin, Jr., Atlanta; first vice-president, J. H. Polhill, Brunswick; second vice-president, C. D. Jordan, Monticello; third vice-president, J. E. Kidd, Milledgeville. Secretary C. T. King, of Macon, and Treasurer J. T. Shuptrine, of Savannah, were elected last year for terms of five years each.

At the conclusion of the afternoon session the members of the association repaired to the Piedmont Driving Club, where they were tendered a banquet. Speechmaking and refreshments rendered the occasion a very enjoyable feature. Addresses were delivered by Mayor Livingston Mims, Hon. J. J. Spalding, Dr. V. O. Hardin and Dr. Charles D. Jordan, of Monticello.

A feature of the convention was the attendance of a committee of three from the Georgia State Medical Association in response to an invitation extended by a committee from the Pharmaceutical Association who had attended the last convention held by the former. The committee consisted of Dr. H. R. Slack, La Grange; Dr. Virgil O. Hardon, Atlanta, and Dr. Lewis H. Jones, Atlanta.

### The Alabama Association.

The twentieth annual convention of the Alabama Pharmaceutical Association was held at Montgomery on May 15 and 16. President George B. McVay, of Birmingham, presided. There were about 100 delegates in attendance.

In his annual address the president recommended that the legislative committee be instructed to draft a law and try and get it through the Alabama Legislature, which would better protect the druggists of the State. He reported the State Association as being in a flourishing condition. He said there were at present on the roll over two hundred members, but he hoped to increase this number. He had in mind several amendments to the constitution and by-laws and recommended some changes.

A banquet was held in the evening at which there was a large attendance, and much clever speechmaking.

At the second day's session a resolution of sympathy for the druggists of Birmingham, who are forced to cut rates because of two cut-rate druggists, was discussed for more than an hour and finally adopted. This resolution also pledged the members of the association not to purchase goods from any wholesale house that sell the cut-rate firms.

Birmingham was selected as the next place of meeting, and officers for next year were elected as follows: President,

T. W. Peagler, Greenville; first vice-president, R. H. Stickney, Jr., Anniston; second vice-president, D. T. Bowers, Mobile; secretary, W. E. Bingham, Tuscaloosa; treasurer, F. F. Ravencroft, Union Springs; local secretary, John L. Parker, Birmingham. Executive Committee: L. A. Brigham, Montgomery; R. T. Ward, Dadeville; E. K. Austin, Birmingham.

Delegates to National Association Retail Druggists: C. B. Goldthwaite, of Troy; Dave S. Bowers, of Mobile, and W. E. Bingham, of Tuscaloosa.

#### The Louisiana Association.

The nineteenth annual meeting of the Louisiana State Pharmaceutical Association was held at New Orleans on May 6 and 7, with President M. Bernstein presiding. The following resolution was adopted:

Whereas, the successful work done by the National Association of Retail Druggists, on behalf of the common interests of pharmacists, entitles that organization to our confidence, esteem and encouragement; therefore, be it

Resolved, That we commend as deserving of the highest praise the efforts which have been put forth and are being put forth by the National Association to cause the commercial side of pharmacy to become more profitable and more satisfactory.

The election of officers resulted as follows: President, Walter T. Taylor, New Orleans; first vice-president, P. L. Viallon, Jr., of Bayou Goula; second vice-president, Alfred Levy, of New Orleans; corresponding secretary, Miss N. E. Holden, New Orleans; recording secretary, W. P. Duplantis, of New Orleans; treasurer, George S. Brown, of New Orleans. Executive Committee: Wm. M. Levy, Dr. Phillip Asher, James E. Bais, Prof. Adam Wirth, of New Orleans; P. L. Viallon, of Bayou Goula.

A resolution was adopted that the Executive Committee invite manufacturers and wholesale dealers of drugs and medicines to make exhibits at the next annual meeting of the association.

#### The Oklahoma Association.

The Oklahoma Pharmaceutical Association held its annual meeting at Oklahoma City recently with an attendance of about two hundred. President C. A. Dow, of Pond Creek, presided. Officers for the ensuing year were elected as follows: President, Fred Reed, of Norman; vice-president, J. C. Burton, of Stroud; second vice-president, J. C. Hynds, of Pond Creek; secretary, Frank Weaver, of Oklahoma City; assistant secretary, W. B. Wheeler, of Guthrie; treasurer, J. M. Remington, of Oklahoma City, and local secretary, J. A. Hill. The next meeting of the association will be held at Enid.

#### The Kansas Association.

The twenty-second annual convention of the Kansas Pharmaceutical Association was held at Topeka on May 21 and 22, with nearly 200 members in attendance. President H. W. Mehl, of Leavenworth, in his annual report, called attention to the fact that the Kansas delegation was conspicuous in the deliberations of the National Association of Retail Druggists, and said that as a result of the efforts of the national organization much had been accomplished for the benefit of the retail druggist. The main object of the association, that of reaching an agreement between the proprietor, the jobber and the retailer, the tripartite plan, had been successfully reached. Another cause of elation was the fact that the matter of price cutting had to a great extent been eliminated and that a better price was prevailing for all lines of druggists' supplies. The following resolutions were adopted:

Resolved, That we commend as deserving of the highest praise the efforts which have been and are being put forth by the National Association to cause the commercial side of pharmacy to become more profitable and more satisfactory;

Resolved, That this Association continue its affiliation with the national body, and pledges it hearty support to the work being done on behalf of the pharmacists of the United States;

Resolved, That the incoming President is instructed to appoint three delegates to represent this Association at the 1901 convention of the N. A. R. D., to be held in Buffalo, N. Y., October 10-12;

Resolved, That the treasurer is instructed to pay the dues of the active members of this Association who are not now affiliated with the national body through a local association.

The election of officers resulted as follows: President, F. A. Snow, of Topeka; first vice-president, J. W. Cookson, of Kingman; second vice-president, M. S. Ingalls, of Halstead; secretary, E. E. Lair, of Topeka; treasurer, G. Gehring, of Wichita, and assistant secretary, A. E. Topping, of Overbrook. Wichita has been decided upon as the next place of meeting.

#### The Arkansas Association.

The nineteenth annual meeting of the Arkansas Association of Pharmacists was held at Little Rock on May 21 and 22, with President E. F. Klein, of Hot Springs, in the chair. Mayor W. R. Duley extended a cordial welcome, to which the president responded, and the first day was given up to a business session.

At the second day's meeting the following resolution was adopted:

"Resolved, That the Arkansas Association of Pharmacists, realizing as we do the good that said National Association of Retail Druggists has already accomplished and the benefits that may be derived from the future efforts of said association, that we give it our moral and financial support in the future as in the past, and hereby recommend the same appropriation as we made last year. In our opinion it would be a step backward to withdraw our moral and financial aid from the N. A. R. D."

The following officers were elected: President, Wm. R. Appleton, El Dorado; first vice-president, J. H. Carnahan, Fort Smith; second vice-president, J. H. Chestnutt, Hot Springs; secretary, L. K. Snodgrass, Little Rock; treasurer, J. A. Jungkind, Little Rock (re-elected). Executive Committee (re-elected): J. F. Dowdy, chairman, Little Rock; J. B. Bond, Jr., Little Rock; C. K. Lincoln, Little Rock.

#### Indian Territory Pharmaceutical Association.

The seventh annual meeting of the Indian Territory Pharmaceutical Association was held at South McAlester, I. T., on May 22 and 23. President J. C. Johnson presided.

The secretary was instructed to ascertain the requirements for securing membership with the National and American Associations, with a view of sending delegates to the next conventions of those bodies.

The association adjourned to meet at Checotah, I. T., May, 1902. The following officers were elected for the ensuing year: L. Mathews, president, Miami; N. F. Hancock, first vice-president, Muskogee; C. C. Savage, second vice-president, Hartshorne; A. R. Breeding, third vice-president, Adair; H. D. Knisely, secretary and treasurer, Choctah, I. T.

#### The Nebraska Association.

The Nebraska State Pharmaceutical Association held its annual meeting in May. In business session it formally decided not to do business with wholesale houses who sell to the cut-rate druggists. Prof. Oscar Oldberg, dean of the Northwestern University School of Pharmacy, addressed the association, after which the druggists held an athletic tournament on the university campus.

The following officers were elected: President, P. Strausbaugh, Omaha; secretary, W. M. Sonner, Randolph; treasurer, Carl Spielman, Sutton. The place selected for the next meeting is Columbus, June 2, 3, 4, 1902.

#### The Texas Association.

The twenty-second annual meeting of the Texas State Pharmaceutical Association was held at Sherman on May 14, 15 and 16. The meeting was called to order by President Hazelett, of Houston. Mayor A. A. Felder welcomed the delegates to Sherman, and C. L. Vowell welcomed them in behalf of the local druggists of the city.

The secretary-treasurer's report showed receipts for past year to be \$762.75; disbursements, \$456.85; balance on hand, \$305.90.

An amendment to the constitution was passed authorizing the president to appoint one representative at the regular meetings every year to the American Pharmaceutical Association, whose necessary expenses, not to exceed \$100, are to be paid by the Texas association.

The following officers were elected for the ensuing year: E. G. Eberle, of Dallas, president; J. P. Hayter, of Decatur, and J. T. Coulson, of Corsicana, vice-presidents; R. H. Walker, of Gonzales, secretary and treasurer, and J. J. Schott, of Galveston, member Board of Trustees. Dallas was selected as the next place of meeting.

### Meetings in June.

State.	Date.	Place.
Pennsylvania.....	18-19-20....	Hotel Oneonta, Harvey's Lake, near Wilkes-Barre.
Missouri.....	18-19-20-21....	Pertle Springs (Warrensburg).
Massachusetts....	11-12-13....	Fall River.
Connecticut.....	11-12.....	New Haven.
North Carolina....	19-20.....	Winston-Salem.

## GREATER NEW YORK.

P. J. Toye has purchased the drug store of Zeh & Carert, of No. 1942 Seventh avenue.

The date of the meeting of the German Apothecaries' Society has been postponed to June 20.

The next meeting of the Kings County Pharmaceutical Society takes place at the Brooklyn College of Pharmacy, on June 11.

The field day and clambake of the New York Section of the German Chemical Society has been set for Saturday, June 29.

Another meeting of the Joint Conference Committee of the N. A. R. D. has been set for Friday, June 14, at the New York College of Pharmacy.

A recent fire in Joseph H. Rosell's drug store, at Freehold, N. J., damaged the stock to the extent of \$2,500. Mr. Rosell managed to rescue his prescription file.

Walter Keating, graduate of the New York College of Pharmacy, is reported to have accepted a position with the house of Ogden & Downs, Illon, N. Y.

Francis H. Sloan, of Dodge & Olcott, sailed for Europe on the "Cymric" on June 3. He was accompanied by his two daughters, and will be absent about two weeks.

Dr. Charles Rice's library, consisting of 5,000 volumes, has been transferred to the New York College of Pharmacy, whose property it will probably become by purchase.

The Hanson Drug Co., of New York City, has been incorporated with a capital of \$6,500. The directors are E. F. and A. A. Hanson, and W. C. Munson, of New York City.

An expected arrival in this city is Thomas J. Barratt, of A. & F. Pears, Ltd., who has charge of the advertising interests of the house. He will remain here for some time.

Wm. B. Kaufman, who has charge of the importing department of Parke & Davis' establishment, sailed for Europe on the "St. Louis" on June 5. He will remain abroad several weeks.

The pharmacy of Alexander Denig, of Hackensack, N. J., has been entirely remodeled, refitted and tastefully decorated with elegant mahogany fixtures. Mr. Denig is much elated over the result.

The handsome new summer residence of John McKesson, of McKesson & Robbins, at Monmouth Beach, N. J., is practically completed, and it is expected that Mr. McKesson will return from Europe about July 1 and take possession.

John Gallagher, the well-known druggist of Jay and Concord streets, Brooklyn Borough, contemplates an extended trip to Canada late in June. He will go to Montreal via Buffalo, Niagara Falls, St. Lawrence River and the big lakes.

Wm. C. Smith, well known as a drug salesman all over Staten Island, has reopened what was formerly the Irving Pharmacy at New Brighton. He has renamed it the Castleton Pharmacy, and has refitted the place at great expense.

District Attorney Philbin engaged Prof. Geo. A. Ferguson, of the College of Pharmacy of New York City, to make the chemical analysis of the organs of the Rev. Father Edward S. Phillips, recently found dead in an uptown tenement.

L. L. Pope, secretary of the Lawrence-Williams Co., of Cleveland, proprietors of Gombauth caustic balsam, sailed with his wife on May 18 for Naples, and will spend three months wandering about Europe in search of entertainment.

At its last meeting the Alumni Association of the New York College of Pharmacy resolved to give an entertainment preceding their annual ball in the winter. It was also decided

to take an active part in the Merrell Cup prize bowling contest.

Recent visitors to the city included: George B. Chandler, of T. Sisson & Co., Hartford, Conn.; A. L. Dutcher, of the Frederick D. Dutcher Drug Co., St. Albans, Vt.; Willard A. Smith, Richfield Springs, N. Y., and Mr. Watson, of Wm. Blaikie's, Utica, N. Y.

Otto Lenz, who conducted a pharmacy corner of Twenty-eighth street and Second avenue, New York, for upward of fifteen years, has purchased the business of Franz J. Goldstein, at the corner of New York and St. Mary's avenues, Rosebank, Staten Island.

After paying a fine of \$500 in Trenton, N. J., on the technical charge of using the United States mails for purposes of fraud, P. B. Hudson, who has come into prominence through alleged unwarranted use of the name of Wm. Annear, a reputable Philadelphia druggist, was discharged from custody.

The Carroll Drug Co., which is the present proprietor of the first drug store established in Passaic, N. J., opened its elegant new quarters on May 25. The finish and furnishings are up to date. Solid oak trimmings, gigantic glass windows, metallic ceiling and mural painting give an effect that challenges the attention of the visitor at the very first glance.

There was a jolly time at the grand wind-up of the season by the Retail Druggists' Bowling Association on the night of May 27. The festivities took the shape of a package night, with 25 cents the limit as to price and everybody entitled to a prize. "Fun, Frolic and Foolishness" was the way the invitations read, and nobody complained of being cheated of their share of the sport.

Richard Frohwein, the oldest druggist in Elizabeth, N. J., who has been half a century in business for himself in that city, recently celebrated his seventieth birthday. Among the guests was his son, Paul Frohwein, who has been fifteen years an apothecary in the United States Navy and has sailed nearly all over the globe and has served in the war against Spain and the Filipinos.

There were 59 candidates examined before the Eastern Branch of the State Board of Pharmacy. Those who passed were: F. Binner, F. E. V. Brandenberg, Joseph Brezufsky, W. Fehrmann, A. Jameson, W. Jepson, Samuel Lewis, B. Lissey, C. McCarthy, John Nisselson, P. Shappiro, William H. Weygandt, Alexander Bobrow, L. F. Focht, E. Herbener, S. Racoosin, C. H. Reynolds, A. E. Schwallie, F. Wichelns and P. Munves.

To wipe out the debt of \$125,000 attached to the New York College of Pharmacy is the work cut out for a committee consisting of Ewen McIntyre, chairman; Thomas F. Main, secretary; C. O. Bigelow, treasurer, and B. G. Amend, John R. Caswell, C. F. Chandler, Arthur H. Elliot, Samuel W. Fairchild, Horatio N. Fraser, Herbert D. Robbins, H. H. Rusby and William M. Massey. Two members of the Alumni Association, to be named by President Charles S. Erb, will assist.

The monthly meeting of the New York Section of the American Chemical Society was held on June 7 in the assembly rooms of the Chemists' Club, 108 West 55th street. The programme for the evening included addresses by M. T. Bogert and L. Boroschek on "Some Experiments with the Mono-nitro-ortho-phthalic Acids;" H. C. Sherman, J. L. Danziger and L. Kohnstamm, on "The Maumene Tests for Oil," and E. F. Kern, on "The Separation and Determination of Uranium."

A bill of complaint was recently filed in the United States Circuit Court by Fairchild Brothers & Foster, of this city, against Willis L. Mix, who is engaged in the drug business at No. 871 Chapel street, New Haven. It is alleged that Mr. Mix has for several years prepared and sold a drug which is an infringement on Fairchild's essence of pepsin. The complainant asks that Mr. Mix be compelled by an order of the court to make disclosures of sales of pepsin; that a hearing be held on the matter and that an injunction be issued by the court restraining Mr. Mix from the further sale of pepsin until the question of infringement has been settled.

### RETAIL DRUGGISTS' BOWLING ASSOCIATION.

The table which follows will give the trade some idea of the clever work done during the past season by the retailers in their hours of recreation. As has been noted, the season closed on May 27 with a package night. The medal given for the highest average was won G. H. Hitchcock, secretary of the association, while the medal for the greatest improvement shown was awarded to J. Maxwell Pringle, Jr. The

season was a success from every point of view, and even greater things are expected next winter.

	Average for Season.	High Score.
G. H. Hitchcock.....	153 +	216
O. H. White.....	149 +	191
Frank N. Pond.....	148 +	215
Geo. E. Schweinfurth.....	146 +	202
L. W. De Zeller.....	143 +	206
R. H. Timmermann.....	142	220
S. V. P. Swann.....	131 +	175
S. F. Haddad.....	127 +	195
Matthew Mahler.....	126 +	198
J. Maxwell Pringle, Jr.....	126 +	188
A. J. Heinemann.....	121 +	154
Bruno R. Danscha.....	120 +	187
Dr. Geo. C. Diekman.....	115 +	130
F. Wichelns.....	115 +	179
Otto Boeddiker.....	113 +	146
Wm. Wels.....	105 +	169
Chas. S. Erb.....	95	95
T. W. Linton.....	89 +	120

### Kings County Society Elects Officers.

The annual meeting and election of the Kings County Pharmaceutical Society was held at the Brooklyn College of Pharmacy on May 14. President Oscar C. Kleine, Jr., read the annual presidential address, and in it he stated that there was not sufficient room in the present college building, and there was necessity for a new and larger building. The proposition now on foot is to erect a substantial structure, and it is proposed to have an architect to draw plans to be approved by the society. A committee will also be appointed to approve the site which some of the officers have selected.

In the report of the secretary it was shown that the society began the year with a membership of 278, and 80 new members have been elected, with a present membership in good standing of 346.

The report of the treasurer, Dr. Peter W. Ray, showed that the society received \$1,123.73, expended \$879.48, and had a balance of \$226.25; the college receipts were \$13,215.49; expenses, \$10,687.69; balance, \$2,527.80, with a special deposit of \$1,548.75 and cash on hand of \$4,076.55.

The annual election of officers resulted as follows: Oscar C. Kleine, Jr., president; Walter B. Averre, E. G. Rave, A. E. Hegeman, vice-presidents; F. P. Tuthill, secretary; Dr. Peter W. Ray, treasurer; trustees, Charles W. Klein, Adrian Paradis and H. B. Smith; delegates to New York State Pharmaceutical Association, Adrian Paradis, William Muir, P. W. Ray; delegates to the American Pharmaceutical Association, E. H. Bartley, F. P. Tuthill, W. C. Anderson, E. G. Rave, Joseph Mayer; censors, W. T. Maas, B. Rosenweig, H. McIntire; counsel, W. L. Perkins; librarian, C. H. Meyer; delegate to the National Association of Retail Druggists, William Muir. After the election resolutions of condolence were adopted touching upon the recent death of William Vincent, one of the organizers of the society.

### The Kansas Board.

The Kansas Board of Pharmacy has issued certificates to the following persons entitling them to act as pharmacists in Kansas:

W. M. Aubuchon, W. E. Beckwith, C. W. Booker, Snow Brownlee, Axel C. Carlson, Arthur Dillon, L. C. Duncan, J. H. Ellis, Seth A. Hammell, George W. LaMoureux, O. C. Nelawender, D. R. Osborn, C. V. Orr, H. G. C. Seitz, Etta Smith. Assistants—Charles Buck, Herman T. Isaacson.

### Results of the Missouri Board Examination.

At the recent meeting of the Missouri Board of Pharmacy 54 applicants were examined, of whom the following 35 passed a satisfactory examination, and were granted certificates:

Ashworth Roy, Brownlee Snow, R. L. Irwin; C. A. Hosey, H. H. Hay, Geo. A. Haskins, E. A. Kaufman, W. E. Nixon, Wm. Osthoff, W. L. Pattison, Harry Raker, L. F. Smith, Etta J. Smith, Minnie M. Whitney, N. N. Wills, S. C. Wample, C. S. Olsen, O. H. Halstead, Chas. Boscherer, C. P. Cockrell, Geo. P. Hemm, M. J. Miller, M. J. Ream, E. J. Kelly, John Humphrey, W. R. Wayland, O. P. Townsend, F. M. Donnell, L. P. Hinton, L. C. Morrow, Elizabeth Linn, C. A. Little, John Kleinschmidt, H. C. Gordon, J. B. Gillaspie.

The next meeting will be held at Sedalia, Mo., on June 10.

## MASSACHUSETTS.

### Temporary Injunction Not Granted in Hoagland Case—Amendment to Pharmacy Laws Still Pending at State House.

Boston, June 6.—Last week some of the daily papers announced that a temporary injunction had been granted by the court in the case of Ralph P. Hoagland vs. Gilman Bros., and others. This report, upon investigation, proves erroneous, but no correction in the daily press has as yet been made. As the matter stands now there is no injunction. The case is still held in abeyance awaiting a hearing. It will probably be taken up in the near future.

During the month of May

#### THE BOARD OF REGISTRATION IN PHARMACY

held five sessions for the examination of candidates. Forty-nine candidates appeared, and the following were granted certificates: William J. Brown, Boston; Burwell M. Copeland, Holyoke, and James A. Mason, Saugus.

The Supreme Court has dismissed the petition of J. A. Munkley vs. George M. Hoyt, Ph.G., et al., comprising the State Board of Pharmacy. The only question in the case was whether a plea of guilty entered by plaintiff to a complaint charging him with the unlawful sale of liquor and the placing of the complaint on file constituted a conviction within the meaning of the Pharmacy Act, chap. 397, sec. 9, of 1896.

#### AMENDMENT TO PHARMACY LAW STILL PENDING.

The bill amending present pharmacy laws is still pending at the State House. The present measure is a compromise, but it is of such a character that it gives little satisfaction to the parties concerned. One feature being strongly opposed is that opening the records of the board to public inspection.

The annual meeting of the Massachusetts College of Pharmacy was held at the college building on June 3. The following trustees were elected for a term of five years: William F. Sawyer, Fred. A. Hubbard and Cornelius P. Flynn. Irving P. Gammon, Ph.G., was elected a trustee for a term of four years.

During April the State Board of Health examined 71 specimens of drugs and found 40 of good quality. The samples found adulterated were acidum tannicum, aqua destillata, capsicum, extract zingiberis fluidum, glycerinum, spiritus vini gallici, sodii phosphas, sulphur præcipitatum, tinctura iodi. Of the last named, 14 samples were examined, all found to be adulterated. Of 50 samples of "extract of lemon" examined, 40 were adulterated; 27 samples of "extract of vanilla" were examined; of these 16 were adulterated. The 5 samples of confectionery tested were pure.

#### WORCESTER PLAN AT STATE MEETING.

President Anderson, of the N. A. R. D., has been invited to attend the Massachusetts State Pharmaceutical Association meeting next week at Fall River. Dr. Garst will be in attendance. A report on the Worcester plan will be submitted by Messrs. Sheppard and Flynn, and it is thought that this will result in the formation of a national association for promoting the plan. More suits are soon to be brought in this State and one is already pending against Hall & Lyon, of Worcester.

#### CITY JOTTINGS.

The Walker-Rintels Co. opened its Temple place store last Sunday.

Jacob F. Bourne, Bird Street Station, Dorchester district, died very suddenly May 26. He was 65 years of age.

S. S. McCully, Ph.G., formerly with Jaynes, Washington street, is now clerking for C. J. Countie, Ph.G., 29 Charles street.

R. M. Burden, corner of Prince and Hanover streets, has just moved his business to the opposite side of Prince street. This change gives Mr. Burden a larger store. He is to have a new fountain from James W. Tufts.

Morse's Yellow Dock Syrup Company has just been incorporated at Augusta, Me. The concern proposes to manufacture and sell drugs and medicines; \$150,000 capital stock, \$30 paid in. President, William M. Flynn, Boston; treasurer, Andrew J. Duran, Boston. Certificate approved May 29.

An order has been adopted at the State House authorizing the State Board of Health to make a scientific and physiological investigation as to the healthfulness of baking powders

used and sold in this Commonwealth, the findings to be reported to the next General Court.

### BAY STATE ITEMS.

L. H. Fortier, Holyoke, owes \$46,746.37; assets, \$6,330.59.

Arthur B. Grover has purchased the store of the late Frank O. Covell, of Winchester.

Clarence T. Abbott, druggist, Melrose, is a petitioner in bankruptcy. He owes \$7,012.24, all unsecured. Assets are \$4,064.16.

John J. Mahern, for several years engaged in the drug business in Woburn, died May 30, of consumption, after an illness of many months.

The liquor case against J. Arthur Bean, of Somerville, has just resulted in a complete victory for Mr. Bean. He was not only found not guilty, but the local judge ordered the liquors seized by the police returned to Mr. Bean's store.

A voluntary petition in bankruptcy has been filed in the United States Court at Boston by Lawrence H. Fortier, of Holyoke, druggist. His liabilities are placed at \$46,746, and his assets at \$6,330. There are \$4,303 of unsecured claims, and accommodation paper to the amount of \$40,600.

The following concern was recently incorporated at Augusta, Me.: C. I. Hood Co., Kittery. Capital stock, \$1,000,000. Object, preparing and selling pharmaceutical, medicinal and food preparations and proprietary articles. Promoters, Charles I. Hood, W. Everett, Charles Stickney, George H. Taylor, Lowell, Mass.; Homer Albers, Brookline.

Charles I. Eaton, widely known in the drug business, died at his residence, in Roxbury, on January 29. For a number of years Mr. Eaton had carried on business at Savin and Warren streets, and formerly was long established on Washington street, at the corner of Pelham. He was born in Providence, R. I., and was 68 years old. Among a large circle of friends and acquaintances he was highly respected as a man of noble character, and he was generous to a fault. He leaves a widow and one daughter.

An amendment to the State Pharmacy law has been introduced into the Massachusetts Senate to provide that liquor may be sold by druggists to persons who may have received public aid within one year, when the liquor is sold upon a physician's prescription. This changes a law originally passed several years since. The Committee on Public Health gave a hearing on the petition of James E. McKeon, of Medford, and others, that the State Board of Registration in Pharmacy be increased to five members, to be appointed for five years and not to serve for more than five years consecutively. The petition further asks that only such persons shall be appointed as are graduates of a legally chartered college in pharmacy, or a university having authority to confer degrees in pharmacy. James E. McKeon appeared in favor of his petition, and it was opposed by William Bartlett of the State Pharmaceutical Association.

### NEW ENGLAND NEWS.

R. W. Clark, of Lewiston, Me., is a recent purchaser of a fountain from James W. Tufts, of Boston.

The store of J. H. Donahue, Rockland, Me., was greatly damaged by fire May 30. Loss, \$9,000; insurance, \$7,000.

Ferdinando Cerbo is to open a new store at 54 America street, Providence, R. I. He is to have a new fountain from James W. Tufts, of Boston.

James W. Tufts, of Boston, has just shipped reliable carbonators to Charles F. Colby, Lancaster, N. H., and to F. Henry Parker and William H. Zootman & Co., both of Burlington, Vt.

The No Rub Manufacturing Company, to deal in silver polish and patent medicines; capital, \$500,000, was recently incorporated at Augusta, Me. President, Fred C. Baker, Everett, Mass.; treasurer, George F. Gould, Brookline, Mass. Certificate approved March 7.

In Hart County, Ky., several farmers are making good money on ginseng fields. Last year John Sears sold from his farm \$3,500 worth of ginseng, besides five pounds of seed at \$80 a pound—so the newspapers say.

## PENNSYLVANIA.

**P. A. R. D. at Work Quietly—Opposition to Emanuel's Re-appointment—D. J. Thomas Being Pushed for a Place on the Board.**

Philadelphia, June 6.—While the local branch of the National Retail Drug Association has been very quiet of late to all outward appearances it has, however, been doing considerable secret work. On June 4 a delegation visited Governor Stone at Harrisburg to importune him to appoint D. J. Thomas, of Scranton, as a member of the Pennsylvania State Pharmaceutical Board, in place of the present incumbent, Louis Emanuel, of Pittsburgh. Mr. Emanuel has gotten the ill-will of many druggists throughout Pennsylvania by the manner in which the druggists were sued for the breach of the law which they were not conversant with. It is claimed that a different mode of procedure might have been adopted which would have gained the desired result.

### DRUG BUSINESS ON FAIRLY GOOD BASIS.

The drug business in this city is not so active as it has been, although there is quite a good demand from out-of-town dealers. The recent rainy weather caused a great many colds and the prescription trade is better than it has been. During the past week there has been a slight falling off, and as many families have moved away, a dull period from now on until September is looked for. The wholesale houses say, while there has been a slight falling off in the demands for drugs, collections are good and the sales are better than they were a year ago. It is said that during the summer months there are to be many improvements made, and several of the retail stores will not only be enlarged but fitted up with new fixtures and new stocks.

A manufacturer of proprietary medicines has recently found a well-known retail druggist guilty of substitution in sending a preparation of his own when that of the manufacturer was prescribed, and has notified every druggist and doctor in this city of the fact by sending a neatly printed pamphlet to them, giving the full account of the whole transaction. The druggist blames the clerk, but as the same druggist was guilty of just such another case and at that time made a similar defense, most people are skeptical. The druggist in question is well known in this city. He is one of the trustees of the Philadelphia College of Pharmacy and it is rumored that he may resign.

### PENNSYLVANIA PHARMACEUTICAL ASSOCIATION

The twenty-fourth annual meeting of the Pennsylvania Pharmaceutical Association will be held at "The Oneonta," Harvey's Lake, June 18-20. This beautiful lake is the largest in the State, nestling in the mountains of the historic Wyoming Valley, and is perhaps one of the most picturesque spots in Pennsylvania, combining the charms of mountain and lake scenery. The lake covers an area of 1,285 acres, or a little more than two square miles. It is easy of access by the Lehigh Valley Railroad or Wilkes-Barre and Harvey's Lake trolley line, which traverse a beautiful mountainous and farming country, and is sixteen miles distant from Wilkes-Barre.

This meeting promises to be the largest in the history of the association. It will afford the pleasures of an outing for the tired and overworked pharmacist, besides the usual profit to be derived from the meetings. Rooms at the Hotel Oneonta may be secured by applying to the local secretary, Daniel J. Thomas, Scranton, Pa.

### QUAKER CITY ITEMS.

C. A. Eckels has bought the Blair Pharmacy at Twelfth and Spruce.

Samuel S. Ely, of 4828 Baltimore avenue, died at his residence in this city May 22.

C. H. Clark, of 360 Rau street, lost his daughter by death on June 1. The young lady had been an invalid for a long time.

W. J. Schaeffer, of Susquehanna and Gaul streets, has returned from a pleasant trip to Lebanon and Bethlehem, Pennsylvania's Holy Land.

H. C. Manlove has sold his store at Sixteenth and Pine to Ott & Nicoud, who own and operate the pharmacy at Fifteenth and Pine streets.

R. H. Lackey, the energetic druggist at Fifth and Lehigh avenue, has gotten out a series of clever window strips for druggists, and he says the advertisement now running in the AMERICAN DRUGGIST has brought good results.



## PENNSYLVANIA NEWS NOTES.

A number of cases of alleged infraction of the pharmacy laws are about being tried. Among them is that of Dr. Barton Brown and M. E. Sullivan & Co., of Galeton, who, on May 24, were arrested by the Anderson Detective Agency on the charge of conducting a retail drug store without a license. At the hearing both defendants pleaded guilty. It is believed they will submit the same plea at the next Court of Quarter Sessions of Potter County, to be held on June 10.

The Luzerne County Association of Pharmacists held an enjoyable meeting recently at Hill Side Inn, four miles from Wilkes-Barre. There was a large attendance, with President B. F. Maxey in the chair. Amendments to the constitution and by-laws were adopted, and the association agreed to affiliate with the N. A. R. D. as soon as the Pittston organization was transferred. The Worcester Plan was indorsed, and it was also decided not to handle any proprietary remedies after January 1, 1902, that did not return to their prices previous to the stamp tax enactment. A vote of thanks was extended to Recording Secretary Frederick S. Nagle. The next meeting will take place at Harvey's Lake on June 18.

## OHIO.

### Decisions Adverse to Druggists in Recent Poisoning Cases—Cincinnati College of Pharmacy Commencement—Outing at the Country Club.

Cincinnati, Ohio, June 5.—Two important legal propositions of intense interest to druggists were decided during the past week. The decisions have to do with the sale of poisons to customers. The question came up by demurrer of counsel for the druggists to the petitions of parties alleged to have been damaged pecuniarily by the sale of poisons without the prescriptions of physicians.

One case was the sensational Gillam poisoning of the Winold family by putting arsenic in the oatmeal eaten for breakfast and which nearly resulted fatally to several persons. One Ellen Galvin, a servant, sued Druggist B. H. Overbeck for damages for selling the drug to the Gillam woman, who was a total stranger to him, and who, it is alleged, in the exercise of proper care on his part, should not have been given such a dangerous substance. The Court held the petition stated a good cause of action, and Mr. Overbeck must defend its allegations in court.

The other case was that of Woodson Weaver, father of the little colored boy, Jimmy Weaver, against Druggist John Linne-man, who sold the boy the poison with which he nearly fatally dosed his father. The demurrer to the petition was also overruled, the Court holding that the sale of a poison to a minor, without a prescription, rendered the seller responsible to the innocent sufferer from its administration.

## COLLEGE OF PHARMACY COMMENCEMENT.

In the convention hall of the Grand Hotel, which was filled to overflowing with people of all ages, the twenty-ninth annual commencement exercises of the Cincinnati College of Pharmacy were held last Saturday night. There were bouquets and smiles for the graduates, and the inspiring music was furnished by their own college orchestra. Julius H. Eichberg, Ph.G., M.D., was master of ceremonies. Addresses were made by Rev. Dudley W. Rhoades, Prof. Charles T. P. Fennel, Ph.G., Ph.D., Judge Howard Ferris and Albert Wetterstroem. The latter conferred degrees. The graduates, Bachelors of Pharmacy, Ph.B., are: Magdalene L. Schreck, Leah Lyford Burdsal, Virginia C. Whitacre, Maud B. Jones, Medark Kellar, William A. Rau, Joseph B. Roberts, Albert Pressler, W. L. Brown, H. H. Schultze, J. C. Schaeffer, William Hendorf, H. J. Schulte, William H. Ganzs, Raymond Eyer, William A. Koenig, Albert Layher, W. Whitehouse, H. G. Thompson, G. F. Stier, H. S. Kendrick, W. M. Miller, E. B. Mather, Julius A. Kling, Edward A. Ohm, Norman W. Emrich, C. D. Maxwell, E. E. Acomb, E. E. Kidwell, G. A. Prinzbach, W. H. Momber, John A. Moesker, Merton Jackson, J. W. Henderson, O. Other Older and R. E. De Jarbette. A banquet was served at ten o'clock and Dr. Eichberg acted as toastmaster. The toasts and responses were: Pharmaceutical, Prof. John Uri Lloyd; Medical, Dr. John C. Oliver; Legal, Hon. William Littleford; Class of 1901, Chalmers Denise Maxwell; Ladies, Dr. J. A. Averdick.

## DRUGGISTS' OUTING A BIG SUCCESS.

The outing given by the druggists at the Country Club was a great success, and yesterday will long be remembered by members of the craft. Not in a long time has there been so

much good fellowship displayed at a gathering of pharmacists. All the games were entered into with a zeal that betokens the proper spirit, and when the banquet followed at night it was most thoroughly enjoyed. The baseball game was a big success, and Col. Max Fuchs did the umpiring and took a chance on being murdered. His work was vile. It was the worst umpiring ever seen, and no one knows it better than Col. Max, who is himself anxious and willing to admit that he will never succeed as a professional handler of the indicator. The fact that he is so young and tender probably saved his life. Many bunged-up fingers were sustained by the members of both teams, and the batting and base running were fine. Several druggists were present from nearby cities and towns and all made the most of the affair. It is likely that these outings will be held annually in the future in order to cement a better feeling of good fellowship.

## OHIO NEWS NOTES.

Ed. Voss, Jr., has returned from his annual vacation.

Sam Joseph & Co. donated ten boxes of cigars, containing 25 each, as presents for base hits at the outing ball game.

Henry Meyer, formerly in the drug business in this city, is now located in the Hawaiian Islands, and said to be prospering.

Louis Kusnick is out again after a severe attack of typhoid fever. He will spend a couple of weeks at Mt. Clemens, Mich.

Dan Kavanaugh, who was formerly in the retail drug business in Covington, is now doing relief work on this side of the river.

M. L. Cockerill, of Dayton, has remodeled his pretty pharmacy and purchased one of the prettiest soda fountains in the Gem City.

Arthur Moody and his charming bride, of Birmingham, Ala., have recently returned from a trip to the Buffalo Pan-American Exposition.

Harry Streithorst, formerly in business on Sixth street, is now employed by the Germania Medicine Company on upper Central avenue.

George Kylius and Johnny Bauer were inseparable at the outing held at the Country Club. Both had perfect records on all the slot machines.

Professor James H. Beal, dean of the Scio College of Pharmacy, of Scio, O., has been chosen chairman of the faculty of the Pittsburg College of Pharmacy. The office of dean has been abolished, and Dr. J. A. Koch, who held that position, has been chosen secretary of the faculty. Dr. Beal is one of the most distinguished pharmacists in the country. He has been professor at Scio College for 15 years, and for the past year has been acting president at Scio College. He is the author of several standard works on chemistry, pharmacy and metalurgy.

## ITEMS FROM HERE AND THERE.

H. E. Blanchard, druggist, of Wapello, Iowa, died on May 28. He was 35 years old.

H. W. Baxter, a well-known druggist, of Oakland, Cal., died on May 25 at San Rafael in that State. He was 57 years old.

Robert B. Burt, a veteran druggist of Wheeling, W. Va., died on May 29. He had been in business there for 20 years, and was 44 years old.

The proprietors of the Myers-Dillon drug store, of Omaha, Neb., have consummated a deal with the H. J. Penfold Co., of that city, by which they came into possession of the retail department of the latter concern. The value of the stock was in the neighborhood of \$5,000, and the purchase price was less than 50 cents on the dollar. The H. J. Penfold Co. will retire from the retail drug business, and hereafter are to conduct a wholesale and physicians' supply business. Even the prescription files have been transferred by the conditions of the deal.

T. H. Brannen, formerly manager and general buyer of the Jacobs Pharmacy Co., of Atlanta, Ga., and Mr. Anthony, who had also been in their employ, have, under the firm name of Brannen & Anthony, succeeded to the business of the Stovall-Smith Drug Co., of that city. The former was an old established and successful concern which gave up its jobbing business about a year ago. The new firm is composed of young men who are ambitious and well known in the city and State, and while they may confine their efforts at the start to a retail trade, the ultimate object is to branch out into a wholesale business.

## MICHIGAN.

Detroit, May 24.—Conditions seem to be improving here. The faculty of the Pharmacy Department of the Detroit College of Medicine say that they have been unable to meet the demands on them for clerks during nearly all of the present year, practically every graduate being well situated. Of the present senior class, positions are waiting for all who are open to engagement, and it is a significant fact that very few of the graduates ever have to leave the city to get a good position. This state of affairs shows that there is still room in pharmacy for good competent men, and in Detroit it is certainly an indication that the college enjoys the confidence and esteem of the many manufacturing, wholesale and retail pharmaceutical concerns for which that city is noted.

## THE DRUG CLERKS' ASSOCIATION

The Detroit branch of the Drug Clerks' Association of Michigan is in very good shape at present, with a membership of 85 and more coming. Meetings are held every two weeks at 11 p.m., and a general good time results. The association gives a moonlight excursion on June 2.

## DETROIT CITY NEWS.

Chas. Mann, 845 Third street, has sold his large and growing business to J. T. Webb, of St. Louis, Mich.

E. A. Kavanagh, of the Peninsular Pharmacy, 368 West Tart street, has taken unto himself as wife Miss Blanche Johnson, of Jackson.

The continued backwardness of spring has boomed the sale of drugs in Detroit. Prices are picking up a trifle, and the officers of the City Association are constantly "at it" for a further increase.

E. C. Kinsel, 26 Michigan avenue, has beautified his store by the addition of a fine new set of fixtures, finished in antique oak, the form of the store now being with a gallery, with a row of frosted electric bulbs running entirely around the store. John Phillips & Co., of this city, were the makers.

Grant Stevens, one of the oldest Woodward avenue drug clerks, who recently purchased the old Holt stock of Mrs. Hollister, has entirely renovated the old store and put in a new Tufts fountain, a handsome tile floor, and refurnished the whole store, making it one of the handsomest stores in the city.

The graduating class of the department of pharmacy of the University of Michigan visited Detroit recently, and had a pleasant day among the big drug houses. The morning was spent in the establishment of the Michigan Drug Co., and in the afternoon the party was taken out to the Parke, Davis & Co. laboratories. After the establishment had been thoroughly inspected refreshments were served, and in the evening a banquet was tendered to the visitors at the Russell House by Parke, Davis & Co.

## STATE JOTTINGS.

A. F. Fischer has opened up a new drug store at Lake Linden.

C. E. & T. W. Goodwin are succeeded in the drug business at Ithaca by C. E. Goodwin.

C. A. Young has opened up one of the finest drug stores in Michigan at Battle Creek.

G. N. Brune, druggist, at Evart, has purchased the space occupied by him in the Long Block.

The Bailey Pharmacy in the Goetz Block, Sault St. Marie, is a new firm under the ownership of Arthur Bailey.

Henry Jacobs, formerly engaged in the drug business at Constantine, has taken the management of Mrs. Boyd's store at Muskegon.

Howard Hughes, J. A. Hopkins and James Luke have filed articles of association to carry on a drug business in Flint for the next five years.

G. B. Pride, who has been with C. C. Willets & Co., Michigan City, for several years, has taken the management of the Woodson Pharmacy at Saugatuck.

Walter A. Murray, formerly with T. C. Thompson, will help out S. E. Wait a few days before engaging permanently with Jas. G. Johnson at Traverse City.

Frank J. Mons, one of the successful druggists of Kalamazoo, has engaged a new clerk in the person of his nephew, Frank J. Mons, a recent graduate of the Pharmacy School at Ada, Ohio.

The Butter Block Pharmacy, corner Washington avenue and Kalamazoo street, Lansing, has been purchased of J. J. Baird by A. A. Morse, formerly of the Opera House Pharmacy, and Fred. Weinmann, of Gardner & Robinson.

## ILLINOIS.

A Deadlock on the Question of Prosecutions for Sale of Narcotic Poisons—The Owl Drug Co.—News Notes of Chicago Druggists.



FREDERICK WILLIAM BLOCKI.

Frederick William Blocki, Chicago's newly appointed Commissioner of Public Works, has been with the firm of John Blocki & Son, perfumers, for years. He is a native of Chicago, having been born there November 2, 1868. In 1882 he went to Boise City and engaged in mining for three years. He was vice-president of the German-American Charity Association, and is a member of the Germania Club. He married Miss Louise Woltersdorf in November, 1898, and has one son.

## BOARD AND ATTORNEY LOCK HORNS.

Chicago, June 4.—The State Board of Pharmacy and the State Attorney's office are in something of a deadlock in regard to prosecutions for sales of cocaine and morphine. The State board takes the position that its duty is not to make such prosecutions unless the sale is made by an unregistered clerk. The State's Attorney says he has no time to waste on so many small cases, but that if the evidence is brought to him he will prosecute the cases. The business of keeping the Grand Jury going and of attending to criminal court matters is said to be all the State Attorney's office can attend to. Comparatively few State board prosecutions of any sort have been going on recently, and as a consequence it is said that great amounts of narcotic drugs are sold in certain localities. The localities where the sales are the heaviest are on the outskirts of the business district, a district such as exists in almost every city, where the better class of the community will not live and where it will not pay to put up business houses. Here, it is said, all law in regard to such sales is disregarded. A detective or an outsider would have difficulty making a purchase of cocaine, but the habitués of the locality and the "fiends" have no trouble. In many places, it is asserted, a list of the "fiends" is kept, and they are allowed to buy their favorite drug, but others are refused the privilege of making purchases. On behalf of the State board it is said that the members are powerless, that they have little money with which to conduct such work, and that the matter is under criminal court jurisdiction anyway. Matters have reached such a pass in some districts that it is difficult for a conscientious druggist to eke out a living. One well-known druggist, when asked if he had any trouble about such customers, said that the majority of the residents of his neighborhood had stopped trading with him because he would not make sales that he knew it was not right to make. Every day, he said, inquiries came in for drugs used by "fiends," or for preparations containing alcohol, and those who asked for such goods became angry when refused. It was evident, he continued, that the purchases were made somewhere in the neighborhood, for such customers never came back to him. It is only a few days since a tumble down south side house was visited by the police because of the presence there of an eight-year-old girl, and several rooms filled with stupefied morphine eaters were found. It is said that there were not fewer than 50 persons in the house; everything showed extreme poverty and indolence, but they had all the morphine they wanted.

## THE OWL DRUG CO.

The store of F. S. Hipes, 425 Sixty-third street, has been bought by the Sagar & Lyons Drug Co. The store is a postal substation and is in a good location, but has been doing little business heretofore. The company will not run the store under its own name. According to present report it is likely to be called the "Owl Drug Store," which recalls the fact that a company under that name was recently incorporated and the original concern in California objected vigorously to such use of its name. Messrs. Sagar & Lyon deny that they have anything to do with the "syndicate" that has been acquiring so many stores recently.

## CHICAGO NEWS NOTES.

J. R. Means, of South Haven, Mich., was one of the recent visitors to Chicago.

Felix Wheeler will move to 6162 State street from Green and Sixty-third streets.

A handsome new front has been put in the store of D. R. Dyche & Co. at State and Randolph streets.

C. B. Eells, who had charge of the dispensary at the Polyclinic Hospital, has opened a store at Mt. Carmel, Ill.

Miss Margaret Isgrig, Austin's woman druggist, has been given charge of the work of cleaning streets in the business district of Austin.

The affairs of the Illinois Drug Company are rapidly being wound up. It is said to be a good deal of a question whether the concern will be reorganized.

The store of R. M. Wilson, 252 Ashland boulevard, was entered by thieves May 25. The cash drawer was rifled of \$20 and drugs and perfumery worth \$100 were taken.

Buck & Rayner are to enlarge their store at State and Madison streets. This store has been a landmark for years, being on the busiest corner in the city. The store hereafter will include the room now occupied by the shoe shop next door.

Louis Lehman, the veteran druggist, at Wrightwood avenue and Halsted street, has sent his friends word of the arrival of Albert Ebert Lehman. Mr. Lehman says the new arrival is a great kicker and he has named him after the boss kicker in the business.

The two stores owned by W. C. Scupham have been consolidated. As Central Music Hall is being torn down, Mr. Scupham had to give up the place at State and Randolph streets. All the business will be conducted hereafter at Randolph street and Wabash avenue.

W. C. Shurtleff, credit manager for Morrison, Plummer & Co., attended the Grand Council of the Royal Arcanum at Galesburg as a delegate from Chicago. Mr. Shurtleff has been regent of Wilmette for a number of years and on retiring he was presented with a handsome library table and lamp.

The drug store of John A. Peets, 660 North Western avenue, was robbed June 2. The thieves made a rich haul. They secured nearly \$500 in currency, jewelry worth \$300, two bicycles worth \$100, perfumes, cigars and other articles worth \$500. The safe had not been locked and was thoroughly ransacked. The money had been left by neighbors for safe-keeping. Mr. Peets is in Wisconsin.

Joseph Hussey, an eleven-year-old newsboy, saw three burglars trying to enter the drug store of J. C. Benchke, a druggist, at Ontario and North State streets, on the morning of May 26. One of the men offered the boy a silver dollar and told him to hurry away. Joseph hurried away, but not in the manner specified, for he gave the alarm and secured police help, but the men escaped.

John I. Sabin, the new president of the Chicago Telephone Company, is introducing a number of improvements which, it is believed, will make it easier for the druggists to handle their want ad. business. Cheap 'phones are being introduced in many residences. The United Telegraph, Telephone and Electric Company has asked the council to allow it put in nickel-in-the-slot telephones all over the city. It also offers a fixed rate of \$60 a 'phone.

William Bodemann has returned from a trip among the flowers of Southern Illinois and is enthusiastic in regard to the country. Mr. Bodemann went to Cairo and was the guest of Mr. Simpson, of the State board, at Vienna. He said he visited Senator Chapman's strawberry farm and sampled so many varieties of the berries that he could eat nothing

else. He also called on Paul Schuh, and in St. Louis visited Dr. Whepley, Dr. James, Frank Gauss, of Searle & Hereth, and Meyer Brothers. At Dr. Whepley's he met several St. Louis druggists and Mr. Coffee of the Montana board. All then paid a visit to Professor Good.

## MISSOURI.

**Elaborate Preparations for Coming Convention of State Pharmaceutical Association—Fishing Contest with Affidavits Annexed—Pill Rollers as Ball Throwers.**

St. Louis, June 4.—Great preparations are being made for the coming meeting of the Missouri Pharmaceutical Association, to be held at Pertle Springs, June 18 to 21, inclusive. The traveling salesmen throughout the State report that the druggists are making arrangements to attend from all sections. St. Louis and Kansas City will be better represented than for many years past. Prof. Francis Hemm, chairman of the Committee on Papers and Queries, reports a very large number of papers already turned in. F. R. Scharlach, traveling salesman for the J. S. Merrell Drug Co., and chairman of the Committee on Membership, has reported an unusually large number of applicants for membership. He is at present laid up at his home, Moberly, Mo., with rheumatism, but his physicians say he will be ready to come to the meeting and carry off the prize for being the best dancer on the grounds, something he has done for many years past.

The Entertainment Committee report that the wholesale druggists and manufacturers have been very liberal with their donations this year. All the railroads have made a one-fare rate for the round trip to the meeting, and the rate at the hotel selected is \$2 per day. As St. Louis has a large number of enthusiastic fishermen in the drug profession, it might be well to state that it is reported on good authority that fishing in the two elegant lakes at the Springs was never better, and an elegant prize is offered to the member of the association making the largest catch.

## THEY MUST PRODUCE THE FISH.

There is one provision attached to this prize which may seem a little tyrannical to the professional fisherman, and that is that they must produce their goods, and have them carefully weighed upon a recently inspected scale, in order to be eligible to enter the contest. Some of these stern old pill-rollers who have long since forgotten that they ever went fishing,—such as F. H. A. Spilker, of St. Louis, or E. Brunert, of Kansas City, for example,—have the audacity to doubt the veracity of a man when he comes home from a fishing expedition. They even tell in public that L. A. Seits and Theo. F. Hagenow, of St. Louis, and C. E. Corcoran, of Kansas City, have been seen purchasing fish at the market on their way home from a fishing trip, and yet all these gentlemen are widely known for their ability, integrity and industry in the profession.

## "EPSOM SALTS" VS. "CASTOR OILS."

Two baseball teams have been organized among the young west end druggists. They meet at Forest Park every Sunday afternoon, and to see them play and hear the noise they make is better than going to a country circus, where they have good clowns and well trained monkeys. E. A. Bernius wants it distinctly understood that he is captain of the "Epsom Salts," and that the men who obey his commands are W. H. Lamont, J. W. Gibsom, H. Vallance, Ben Switzer, E. Tesson, H. H. Grafe, W. A. Libby and F. White.

A. R. Scheu says he is captain and manager of the slickest team of baseball players that ever came over the pike. They call themselves the "Castor Oils," and he claims the "Epsom Salts" are not in it when they get down to business. He says the official score shows that they defeated the other team last Sunday to the extent of 24 to 5, and are going to do better next week. The pill-rollers who follow his directions are F. Delkeskamp, F. Hinton, L. W. Heritage, J. A. Guttman, W. A. Fischer, Chas. Mendel, Chas. Klie and Geo. Scheu.

Louis Pauge, of the J. S. Merrell Drug Co., umpired the game last Sunday, but as he has been unable to get his life insured owing to some heart affliction he has refused to serve in that capacity again. Dr. Minich, the well-known city desk man of that drug firm, has a contract with these two teams to act as field surgeon, and they are in hope that they can induce Frank Koeneke, the 250-pound city desk man of the Moffit-West Drug Co., to make a season contract with them to act as umpire. His reputation for exactness in making prices has convinced them that he would make an ideal baseball umpire.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, June 8, 1901.

THE fortnight under review has been interrupted by the first of the summer holidays—namely, Decoration Day—and the business of the drug trade generally has been almost entirely confined to jobbing orders with the exception of an active movement in one or two articles such as Carnauba wax, which has advanced very rapidly under the influence of a short supply. Quinine shows a somewhat firmer outlook than at our last writing, the German manufacturers having brought their quotations up to those of the American makers. Coca leaves continue to grow scarcer. Opium has gradually weakened under the influence of favorable crop reports from Smyrna, and morphine has shared in the decline. The remaining changes which have occurred in the market have been unimportant, but are recorded in detail below.

#### HIGHER.

Gallic acid,  
Cinchona bark,  
Buchu leaves,  
Cacao butter,  
Carnauba wax,  
Coca leaves, Truxillo,  
Brimstone,  
Cubebs,  
Pennyroyal,  
Rhatany.

#### LOWER.

Citric acid,  
Menthol,  
Thymol,  
Balsam Peru,  
Spermaceti,  
Guarana,  
Morphine,  
Opium,  
Copperas,  
Oil cassia,  
Limes,  
Oil Limes,  
Senega,  
Golden seal.

### DRUGS.

Alcohol remains unchanged at the decline to \$2.45 to \$2.47, which was quoted in our last issue.

Arnica flowers are in limited supply and very firm at 10c to 11c, but little business is reported outside of that required for immediate consumptive demand, which is not very large.

Balsam, fir, Canada, remains very firm at the advance to \$2.80 to \$2.85 reported in our last issue, but Oregon is dull and neglected at 65c to 70c. Copaiba is in seasonably good demand at 38c to 40c for Central American, and 48c to 50c for Para. The market seems devoid of any speculative interest. Peru has weakened under the arrival of fresh supplies, and quotations generally have been marked down to \$1.80 to \$1.85.

Belladonna is very firm at 12c on the spot, though dealers say that stocks cannot be replaced at less than 13c.

Buchu has still further advanced and it would probably be difficult to obtain any large quantity of long, as the market has practically been cleared of all save jobbing lots, which are nominally unchanged at 70c to 75c. Short has been advanced to 32½c to 36c.

Cacao butter advanced sharply both at the London and the Amsterdam auctions, and as a consequence the spot quotations have been marked up to 36½c to 38c for bulk and 44c to 46c for 12-lb. boxes. No special activity is observed in the local market.

Cannabis indica is in very strong position, reports from India indicating probabilities of a scarcity in the near future.

Carnauba wax has advanced sharply in all the drug markets of the world and local dealers have followed suit by marking it up to 18c to 20c for No. 1, 15½c to 17c for No. 2, and 18c to 14c for No. 3.

Cascara sagrada is rather firm at 5c to 7c. The market is devoid of any speculative interest, but the consuming demand is fairly satisfactory.

Cinchona bark took a decided upward turn at the last Amsterdam auction, though the advance has not been sufficient to affect anything except manufacturing barks.

Coca leaves are strong at an advance of about 2c on Truxillo, which are now quoted at 27c to 28c, and are very firm at these figures.

Cocaine muriate continues very firm at \$6.00 to \$6.20, with a decided disinclination to accept large orders.

Gallic acid has been advanced to 70c to 75c.

Guarana has weakened under the arrival of fresh supplies and may be had at 70c to 75c, there being but very little demand even at the decline.

Lycopodium is cabled as stronger abroad and local dealers are very firm at 50c to 52c for ordinary and 52c to 54c for Politz.

Manna is very firm at \$1.25 to \$1.30 for large flake and 60c for small. It is claimed that the local stocks are small and under good control.

Menthol has declined to \$3.65 to \$3.75. The demand is very limited.

Morphine has been marked down to \$1.90 to \$2.00 for bulk in sympathy with the weakness in the parent drug. In fact, it has been held rather higher than at a parity for some time past.

Opium is decidedly quiet locally. After a decline to \$3.20 to \$3.25 for natural in cases the Smyrna cable advices came to hand with indications of improved market conditions there which caused the development of a little firmer feeling on the spot, though no improvement in the demand was noted.

Quinine has attracted a good deal of attention during the interval, though no very large transactions have been recorded. It was currently reported that very material damage had been inflicted upon the cinchona plantations of Java by the recent eruption of the volcano of Keloeto. No recent news of any damage has been received, but the German manufacturers have advanced their quotations to 34c, the same figure which is demanded by American makers. Outside holders feel rather inclined to be stiff in view of the action taken by the German manufacturers and the position of the drug has also been further strengthened by the withdrawal from the London market of a lot of Java quinine, which had been offering at a low figure. Notwithstanding this development of a firmer feeling very little business was transacted outside that necessary to carry on the regular jobbing trade. The quotations of the American brands remain unchanged on the basis of 34c for bulk in 1,000-oz. lots.

Spermaceti has declined slightly under active competition and is now obtainable at 27½c to 28c for block and 29c to 30c for cake.

Thymol is lower, the arrival of fresh supplies having had a depressing tendency, and the general quotations have been marked down to \$3.75 to \$4.00.

Tonca beans are quiet but reasonably firm at 75c to 80c for prime Angostura, and 45c to 50c for crystallized Surinam.

Vanilla beans are in active demand in a jobbing way, as is to be expected at this season of the year, but no speculative interest has developed in the market, which is firm at our previous quotations at \$9.00 to \$12.50 for Mexican whole.

### CHEMICALS.

Blue vitriol is held steady at 4½c for domestic orders in carload lots, though it is reported that exporters have been carrying on a cut-rate war, which has brought the export price down to a very low figure.

Brimstone is strong at an advance to \$22 to \$22.25 for best seconds, of which the spot market is practically bare.

Citric acid is in quite active demand at the decline to 39¼c, previously noted. Sicilian is quoted a cent cheaper than the domestic brands. The citrates generally have been reduced 2c per pound in sympathy with the acid.

Copperas has declined to 37¼c for round lots, and the market appears to be very irregular so far as large transactions are concerned. For jobbing quantities, however, no change is noted, up to 60c being asked as to quantity and package.

Nitrate of soda is somewhat unsettled on account of the local competition. Nearby deliveries are quoted at 1.85c and futures at 1.87½c.

#### ESSENTIAL OILS.

Anise remains very weak at \$1.30 to \$1.32½.

Camphor is firmer, advices from Japan by cable indicating a possible advance. We quote 10c to 11c.

Cassia is irregular. Stronger advices are cabled from London, but little business is reported, though some dealers quote down to 72¼c to 75c.

Citronella is cabled as firmer abroad, but locally no change has been made, the spot quotations being 19c to 20c for native in drums.

Cod liver oil. The local market is very dull, and quotations of \$21 are purely nominal; no business of any consequence going forward. Cable advices from Norway are to the effect that while the yield obtained has been rather larger than that of last year, the Norwegian market is very firm, particularly for the better grades.

Cubebs has advanced to \$1.15 to \$1.20 and is held very firmly at the increased price.

Limes has declined to \$2.10 to \$2.20 for expressed and 60c to 65c for distilled.

Pennyroyal has been advanced to \$1.20 to \$1.25, and stocks are reported very light.

Peppermint is very firm, but consumers are not prepared to meet the views of holders, who claim that the statistical position of the oil justifies them in expecting an advance. For bulk, Western, we quote \$1.20 to \$1.25.

Sassafras is coming in very slowly from the producing districts, and the local market remains unchanged at 35c to 36c for natural and 29c to 31c for artificial.

#### GUMS.

Aloes is firm at 4c to 4¼c for Curacao, 16c to 24c for Socotrine.

Arabic of the various grades is in fair demand and values are steady on the basis of 45c to 55c for first picked, 32c to 40c for second, and 12½c to 14c for sorts.

Camphor is in active demand for consumption at 16½c for domestic in barrels, 61c in cases.

Tragacanth has not developed anything of especial interest during the fortnight, but finds its way into consuming channels at prices heretofore ruling, which are on a basis of 75c to 85c for first Turkey and 65c to 75c for first Aleppo.

#### ROOTS.

Golden seal is lower, being reported at 46c to 48c, and in the absence of any demand may be termed easy at the figures named.

Ipecac is cabled as easier in London. On the spot the drug is neglected, but quotations are unchanged at \$2.85 to \$3.00 for Rio and \$1.85 to \$1.90 for Carthagenia.

Rhatany is reported as being higher abroad, but spot quotations are unchanged at 11c to 12c.

Sarsaparilla, Mexican, has sold 6¼c for export, but little business has been reported locally save in a purely jobbing way.

Senega has declined to 33c to 35c and is fairly firm at these figures, though no business of any consequence is reported.

#### SEEDS.

Mustard is firm throughout and German, brown, has been advanced to 4c inside, while California yellow has been marked up to 6¼c to 6½c, English yellow 6½c to 7c, and California brown 5c to 6c.

In the general line of seeds business is very light and no changes of consequence are reported since our last.

## THE KNIGHTS OF THE ROAD

Notes of the Travelers Caught on the Fly.



R. W. MITCHELL, PH G,

New York State Representative of John Wyeth & Brother.

H. B. Putnam, representing Parke, Davis & Co. in Northern New York and Vermont, was in the city recently.

Edwin B. Evans, 24 years old, a salesman employed by H. K. Mulford & Co., of Philadelphia, was killed on the night of June 3 by being struck by a railroad train at Clifton Station. It is believed that while running to board the cars he fell beneath the wheels. A peculiarly sad feature of the accident is that the death recalled from Buffalo, whither he had gone to see the Exposition, the aged father of the young man, who was a retired physician.

John F. Platt has resigned his position as traveling salesman for the Peter Bauer Drug Co., of Louisville, to connect himself with a big coal company.

**Boston.**—W. S. B. Hitchcock has been doing excellent work in this vicinity in the interest of Sharp & Dohme, of Baltimore.

Sam Hecht recently completed a round of the trade, and captured many orders for the specialties of S. Hecht & Sons, New York.

Henry Spavin, representing James W. Tufts, of this city, was in New Hampshire the latter part of May, talking fountains and carbonators.

R. A. Brackett is one of the boomers of A. R. Brenner & Co., of Chicago, and a little of his energy is a forerunner of increased sales for Coke's Dandruff Cure.

E. McGill was with us not many days ago, and Lehn & Fink received many orders as a result of his labors.

John North, representing Elmer & Amend, of New York, is now visiting the trade.

Rudolph Wirth has, as usual, been pushing the business of E. Fougere & Co., of New York.

W. H. Bush recently made some timely calls upon the trade. He takes orders for the Natural Mineral Water Co., Saratoga Springs, N. Y.

Parker, Stearns & Sutton, of New York, have an able agent in W. D. Shattuck, whose latest attempt here met with much success.

G. M. Dorrance has been talking Allen's Corn Plasters, and incidentally sending orders to the home office in New York City.

I. G. Ludwick has been canvassing for the Palmetto Chemical Co., of New York.

**Philadelphia.**—Andrew Jergens & Co., of Cincinnati, are making a high bid for trade in Philadelphia. They now have R. Alexander here and he is working hard.

Fred. Fenno has just departed on his long trip and will be absent for five weeks.

Geo. M. Dorrance, owner of Allen's Corn Plasters, recently paid Philadelphia a brief visit.



Frederick S. Seymour, of the Woodmont Distillery, of Hadlyme, Conn., has come and gone again. He reported good trade.

J. G. Tait, representing the White Tar Co., of New York, took away some nice orders for Coal Tar Products.

C. W. Elston, of Bauer & Black, has returned from a trip through the State.

Charles M. Edwards has departed for Western New York in behalf of Gilpin, Langdon & Co.

Dr. Hershey, who for years has so ably represented Fairchild Bros. & Foster in this city, died at his residence on the 2d inst. He was very popular with the trade here.

Tempests, earthquakes and fires cannot make C. M. Edwards desist from advocating the cause of Gilpin, Langdon & Co. Before the embers became cold he was hard at it selling goods, and now he has returned from Pittsburgh, telling us what nice people the stogie smokers are, and how they appreciate quality in ground drugs and spices.

Lillian Russell and Anna Held is a combination seen all over town in drug stores, large and small. They are drinking Bromo Seltzer, and doubtless wondering why T. S. Askew don't put more clothes on them.

Mr. Hunlman, of Bauer & Black, of Chicago, has been with us for a few weeks. He says Philadelphia territory is coming up all right.

J. Leyden White, of the Phenyso Caffain Co., is actively at work here among both jobber and retailer.

**Detroit.**—F. L. Williams, representing the Tyre Rubber Co., Andover, Mass., was "rubbering" around for orders and landing them in his usual good style this week.

Dr. Paul Plessner, of the Trommer's Malt Co., has been "detailing" the city with the physicians and incidentally booming Trommer's Malt.

Burt Kent, with J. Ellwood, Lee & Co., Conshohocken, Pa., has been doing a very fine business in surgical goods and supplies here the past week.

Justin Keith, of J. L. Hopkins & Co., N. Y., drug millers and crude drug merchants, was around shaking hands with old customers and making new. He says trade was never better.

F. Ress, of the Chattanooga Medicine Co., declares that their goods shall take a sudden and instantaneous boom in this neck of the woods, as he is here to see that it's done.

Geo. Smith, with John M. Maris & Co., druggists' glassware, has been doing a rushing business during his stay here.

Mr. Clark, of Billings, Clapp & Co., has been doing a very good business in chemicals and drugs this last week.

**Cincinnati.**—P. J. Rossiter, representing Powers & Weightman, of Philadelphia, was a recent visitor.

Edward O. Dronberg, the clever Ohio representative of the Mallinkrodt Chemical Company, of St. Louis, was here recently.

Edward P. Dehner, who is making a good record in the interest of Parke, Davis & Co., is expected here shortly to visit relatives.

Frank Pike, the bustling representative of Sharp & Dohme, was conspicuous at the outing given by the druggists at the Country Club.

**Chicago.**—The Searle & Hereth Co. has added two new travelers to its payroll this month. W. A. Aschman, who was with Morrisson, Plummer & Co., will locate in Milwaukee and work that city and adjoining towns, and E. V. Freeman, who will cover Indian Territory, Oklahoma and Northern Texas.

F. C. Stevenson, who travels through Indiana and Michigan for the Chicago house of W. R. Warner & Co., was at headquarters this week for a conference with Manager Remick.

Charles L. Gleeson, of the importing department of Parke, Davis & Co., spent a productive two weeks here, leaving June 8.

Something of a stir was caused here by the news from Washington that Mrs. Lola Ida Henri Bonine had been held for the murder of James S. Ayres in the Hotel Kenmore. Mrs. Bonine is the wife of H. L. Bonine, salesman for the E. C. De Witt Medicine Company.

Edward Anderson, of 33 Ashland boulevard, who was formerly with A. M. Foster & Co., committed suicide May 27 on the Lake Shore drive.

**St. Louis.**—P. J. Singer, in charge of the traveling salesmen of the Moffit-West Drug Co., celebrated his seventieth birthday last week. He was at one time member of the firm of Singer & Wheeler, wholesale druggists, of Peoria, Ill. The boys in the office gave the old gentleman a grand "blow out."

James Richardson, Jr., of the Richardson Drug Co., Omaha, Neb., has been in the city several days visiting his parents and looking after business.

### RANDOM NEWS NOTES.

A new drug store was recently opened at Marlin, Texas, by the Marlin Drug Co.

It is reported that D. C. Everson, druggist, of Cankar City, Kan., will shortly locate in Oklahoma.

Harry A. McLeod, a popular young druggist of Laurens, S. C., was married on May 29 to Miss Fannie Roland, of that city.

The drug store of Porter & Co. at New Windsor, Col., was destroyed by fire recently. The loss on house and stock is \$5,000, fully insured.

The Swift & Holliday Drug Co., of Topeka, Kan., with which F. E. Holliday was formerly connected, has been sold to parties named E. T. Sim and B. F. Sim.

S. R. Mace, of Moulton, Iowa, was appointed receiver for the Swift Drug Company, by Judge Elchelberger, on May 27. This company was closed out some time ago.

A destructive fire almost swept the little town of Annona, Texas, out of existence a few weeks ago. R. F. Burt, who ran the drug store there, lost \$3,000, partially insured.

Odell Sutherland, of Hickory, N. C., has succeeded W. M. Tucker as manager of the Salisbury Drug Co.'s business at Salisbury, N. C. Mr. Tucker takes charge of the Lexington Drug Co.

The Lyman-Ellel Drug Co., of Minneapolis, Minn., will shortly move into a new building, a substantial structure, 100 by 162 feet, six stories with basement. The drug firm retains a lease of its present quarters in the Yale Building and First avenue, N., where it has built up its magnificent business in the Northwest.

The drug store of Fred D. Booth, at Bridgeport, Conn., has been undergoing a decided renovation and is resplendent in new paint, wall paper and other renewed fittings of the establishment. The soda fountain has been rebuilt and enlarged, new show cases and counters have been added, and the store presents a handsome appearance.

Major Wheeler, superintendent of the Manufacturers' and Liberal Arts Building at the Pan-American Exposition, claims the credit of being the first superintendent there to have a complete exhibit installed. Seabury & Johnson, one of the exhibitors in the department, has put the finishing touches to its display, and got it complete as it will stand October 31, the day before demolition.

At a meeting at Baltimore on June 3 of the trustees of Johns Hopkins University, Ira Remsen, Ph.D., LL.D., professor of chemistry in the university since 1876, was elected president to succeed Dr. Daniel C. Gilman. Professor Remsen will assume the duties of his new office on September 1, and it is understood he will also continue to direct the work of the chemical laboratory. Professor Remsen is a New Yorker by birth, 55 years old, and a graduate of the College of the City of New York and of the College of Physicians and Surgeons of Columbia University. He studied abroad several years and received the degree of doctor of philosophy from the University of Göttingen.

The Chilhowee Chemical Co., of Knoxville, Tenn., is the title of a new co-operative drug and chemical manufacturing concern. The purpose of the company is to manufacture pharmaceutical preparations, physicians' specialties and toilet articles. This movement means the merging of the original Chilhowee Chemical Co. into an incorporated body, in which a number of the druggists of the city will hold stock. It is capitalized at \$5,000, divided in shares for equal distribution among stockholders. The following druggists have already taken stock: W. A. McBeth & Co., E. E. Early & Co., A. M. Jenkins Drug Co., Al A. Yeager, Dr. W. J. Worsham, Lathrop & Carter, Allison & Moore, Bell Avenue Pharmacy, Stocksburg & Sharp, Custom House Pharmacy, J. Howard Stephens and John H. Stevens. The plant will be established within easy reach of the druggists.

**L. G. Spencer, Proprietor of the Thompson Phosphate Co., Chicago.**

There is shown herewith the photograph of one of Chicago's most successful business men—L. G. Spencer, the owner of the Thompson Phosphate Co. The business has had a steady increase since 1893 under the personal management of Mr. Spencer, who is a firm believer in printers' ink, and is



an excellent ad writer, all of the designs in posters, etc., being original and attractive. The sales increased from \$6,000 in 1893 to \$105,000 in 1896, and to-day Thompson's Wild Cherry Phosphate is on the shelves of nearly 30,000 druggists in the United States. The new branch factory lately opened in Dallas, Texas, is doing a handsome business, the goods becoming more popular every day.

### HINTS TO BUYERS.

It is claimed for the Sharp & Dohme cascara products that they represent the highest development of the application of scientific investigation to a pharmaceutical drug. They are uniform in peristaltic action. Write to the firm, mentioning the AMERICAN DRUGGIST, for their monograph on Cascara Sagrada.

Just mention "Upjohn's" when you are ordering pills. This means that you will get the friable pills, which are most easily penetrated by solvents and give greater opportunity for solution and digestion. When you write to the Upjohn Pill and Granule Co., of Kalamazoo, Mich., or New York, mention this journal.

There is hardly a pharmacist in the country who is not at some time or other loaded up with dead stock. To such the offer of E. J. Moore, of No. 216 Front street, New York, will appeal with force, for he offers to exchange or buy unsalable patent medicines. Send your list to him and tell him where you saw the advertisement.

The youth desirous of becoming a pharmacist can choose no better institution, even if situated at a distance, than the College of Pharmacy of the City of New York, which was founded in 1829. For information and prospectus address Thos. F. Main, Secretary, No. 115 West Sixty-eighth street, New York City, mentioning this paper.

Druggists should carefully read the advertisement of the Oakland Chemical Co., New York. For the better protection of all concerned, the product has been named Dioxogen, and a change in price will be noted with interest. These important changes are calculated to still further develop the already large sale of this standard solution.

Every advantage is offered to the druggist who sells

Wyeth's prepared food of malt milk and cereals for infants and invalids. Not alone is it claimed to be an article of superior merit, but there is a greater profit attached to its sale, and a larger package to the buyer. Mention this journal when you write to John Wyeth & Bro., Philadelphia.

The World's Dispensary Medical Association, of Buffalo, has issued an announcement to the trade that, in view of the repeal of the stamp tax on proprietary medicines, which becomes effective on July 1, its present prices and discounts will remain unchanged; the price for their \$1.00 preparations being \$8.00 in unbroken lots or in broken lots \$8.25.

Have you in your possession a "silent salesman?" Why not get one? If you are interested obtain a catalogue by sending to John Phillips & Co., Ltd., Detroit, Mich. The silent salesman is a practical showcase for the druggist, and one that sells goods. It may be had in one of three grades, and with shelves of plate glass or wood. Tell where you saw this notice.

In the practice of pharmacy and in pharmaceutical manufacturing the uses of methyl alcohol are steadily growing. To all who can use a product of this class, we commend Lion D'Or Spirit, manufactured by the Commonwealth Mfg. Co., of Everett, Mass. For all uses except internal, this article is the equal of grain alcohol, being odorless, colorless and permanent.

All wholesale druggists carry in stock the Sanitol products for the teeth manufactured by the Sanitol Chemical Laboratory Co., of St. Louis, Mo. They include Sanitol liquid, Sanitol tooth powder, Sanitol tooth paste and Sanitol tooth brush, and it is claimed that they are recognized and indorsed as the most efficient dental products in use. Mention this paper when ordering.

A practical and useful article for the druggist and chemist, especially when he is at work in the laboratory, is Moore's Universal Spring Apron, manufactured by E. C. Moore & Son, of Detroit, Mich. They are slightly, easily adjustable and reasonable in price. There is a wise hint to students in pharmacy in the suggestion that agencies are open. Mention this paper when you write.

Among the recent products of the Liberty Chemical Co., of Philadelphia, especial attention is called to eight standard preparations which are rapidly gaining favor with the medical profession. It is held that their syrup glycerophosphates, for instance, meets with the general demand for a tonic, while diastin is being heralded as the best digestant extant. Mention the AMERICAN DRUGGIST.

A novelty in court plaster is New-Skin, which is a liquid, both antiseptic and aseptic, and is held to be invaluable for cuts, abrasions, burns, etc. It is applied with a brush and immediately dries, forming a tough, transparent, colorless, waterproof coating. The Douglas Mfg. Co., of No. 107 Fulton street, New York, are the proprietors and manufacturers. State where you saw this when you write.

Do you want to make 150 per cent? Then read the remarkable offer made by the Rex Soap Co., of Chicago. For the purpose of quickly introducing their new toilet soaps they have made an arrangement with the B. D. Baldwin Co. whereby they are enabled to give one pound of any of their celebrated perfumes free with every gross of Savon Empress at \$9 per gross. This offer may be withdrawn without notice, so that it behooves the wide-awake druggist to act quickly. Mention this paper.

To get the best in fruit juices and soda fountain requisites the up-to-date pharmacist turns naturally to those with whose products he is acquainted. The fame of Gunther's candies has made that trade-mark standard all over the country, and the line of soda syrups, etc., that the house turns out are equal in every respect both as to purity and worth to all their output. When you write to C. Gunther, Chicago, for prices, etc., say where you saw this notice.

The test case regarding the puenacetin patent has been decided by the United States Circuit Court, Eastern District of Pennsylvania, in favor of the Farbenfabriken of Elberfeld Co. The suit, which is entitled Edward N. Dickerson and Farbenfabriken of Elberfeld Co. vs. Conrad D. Maurer, has been in progress for over three years, and the case was argued at the November, 1900, session of the United States Circuit Court before his Honor, Judge Joun B. McPherson, who has just handed down his decision, sustaining the patent. The company announces that it will enforce its rights.

# AMERICAN DRUGGIST

## and PHARMACEUTICAL RECORD

NEW YORK AND CHICAGO, JUNE 24, 1901.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.

62-68 WEST BROADWAY, NEW YORK.

Telephone, 4470 Cortlandt. Cable address: "Amdruglist, New York," ABC code.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G. .... Editor.

THOMAS J. KEENAN, Lic. Phar ..... Associate Editor.

Chicago Office, 221 Randolph Street.

ROMAINE PIERSON ..... Manager.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries..... 2.50

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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### THE REORGANIZATION OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

AT the fifty-second annual session of the American Medical Association, which was held at St. Paul during the week beginning June 2, a plan of reorganization was presented and adopted, which was most comprehensive in its scope and promises to greatly improve existing conditions in the medical profession. The plan provides for a practically dual composition of the association, there being members by subscription whose relations to the organization are practically those which exist between the American Pharmaceutical Association and its membership, save that the members by subscription, while entitled to hold office, are not permitted to elect officers, this and all legislative functions being vested in a house of delegates, a body composed of delegates from each State medical society, to which are added delegates from each of the several scientific sections of the general association.

The following excerpt from the plan of reorganization will show its essential features:

The delegate body shall hereafter be known as the "House of Delegates of the American Medical Association."

The House of Delegates shall consist of not more than 150 members and shall be created as follows: (a) One delegate for every 500 members or fraction thereof of the State and territorial societies recognized by the American Medical Association; (b) one delegate from each of the sections of the American Medical Association, to be elected as are other officers of the section; (c) one representative each from the U. S. Army, the U. S. Navy, and the U. S. Marine Hospital Service.

Delegates representing the State societies shall serve for two years, one-half, or as near as may be, of such delegates to be elected the first year for one year only.

Whenever the number of delegates exceeds 150, there shall be such a reapportionment among the affiliated State societies as will bring the total membership of the House of Delegates below that number.

The general sessions of the American Medical Association shall be composed of members and delegates who may be in attendance at the annual meeting.

All the officers of the association shall be elected by the House of Delegates, but no member of the House of Delegates shall be eligible to any office whose incumbent is elected by that body.

No one shall be elected a member of the House of Delegates who has not been a permanent member of the American Medical Association for at least two years.

No one shall be elected to any office who is not present at the annual meeting at which the election occurs.

The membership of the association, in addition to the delegates, shall be composed of permanent members, honorary members and associate members.

A study of this plan and a comparison of conditions

existing in medicine and pharmacy will show, we think, that with suitable modifications the American Pharmaceutical Association and the National Association of Retail Druggists might be amalgamated so as to form an association along practically the same lines as are provided for in this reorganization scheme of the American Medical Association.

The plan of reorganization includes a proposition for the reorganization of State and Territorial medical societies upon a basis in consonance with that provided for in the general reorganization plan. In the State societies there shall be two branches, a legislative and a scientific, the former being as small as is compatible with representation from all the county societies, delegates from which shall constitute this branch of the State society. Membership in the county or district society constitutes membership in the respective State society without further dues, and no one is admitted to the State society save through the county or district organization. The funds to meet the expenses of the State societies are to be raised by a per capita tax on the county and district societies.

As will be seen on a consideration of existing conditions, an amalgamation of the N. A. R. D. and the American Pharmaceutical Association, as both are now constituted, would provide an organization practically identical with that proposed for the American Medical Association, though, of course, there are several modifications which would be required in order to adapt this scheme precisely to the needs of pharmacy. What changes would be required is naturally a matter upon which there will be some difference of opinion, but we feel confident that the basic principles involved in the reorganization scheme can with great profit be applied in pharmacy as well as in medicine, and we invite the attention of all who are interested in the future of pharmaceutical organizations to the feasibility of carrying out such a consolidation and should be pleased to have our readers express their views upon the subject.

### A SUGGESTIVE ORGANIZATION.

THE organization of the Western New York Druggists' Association, a federation of the local pharmaceutical associations of the counties comprising the Western Section of the State Board of Pharmacy, should prove highly suggestive to the pharmacists of both the Middle and Eastern sections. That the Western New York Druggists' Association is likely to become a factor of considerable importance in future legislative work must be apparent to all. Heretofore the active work of opposing bad, or furthering good, bills in the Legislature has been carried on by the very active and representative association of Buffalo druggists, known as the Erie County Pharmaceutical Association, but the influence of this body has been necessarily limited by the fact that the association represented the city of Buffalo alone. With the added weight and influence which will come from the federation of all the local associations in the Western Section, the pharmacists of Western New York should make themselves felt in a very positive manner.

In the Eastern Section there is little cohesion among

the trade, and no single organization of pharmacists can be said to properly represent the interests of the pharmacists of this division of the State. The bulk of the work of advancing or retarding legislation, or promoting the business interests of the trade in this section, falls usually to two associations of purely local scope and influence—the Kings County Pharmaceutical Society, of Brooklyn, and the Manhattan Pharmaceutical Association, of New York. The pharmacists of the Western Section have pointed the way for a widening of the scope of influence of the active workers in pharmacy affairs hereabouts, and the time is ripe, we think, for the organization of an Eastern New York Druggists' Association, which should be representative of this division of the State.

The constitution of the Western New York Druggists' Association furnishes an excellent model for similar organizations. The summary of its provisions, printed in the preceding issue of the AMERICAN DRUGGIST, would indicate that the association is intended for use in emergencies where the united influence of the druggists of a large section of the State might be required to be thrown in one direction or another. The work of the association is to be under the direction of the president and other officers, and an Executive Committee composed of representatives of the various counties, and those who have studied its provisions carefully will agree that it is a simple and effective document most wisely drafted for the end in view.

### GERMAN COMMENT ON AMERICAN CRITICISM

THE editorial articles on the present condition of pharmacy in Germany, which have appeared in recent issues of the AMERICAN DRUGGIST, have attracted widespread attention both from individuals and in the representative German pharmaceutical press. Thus the *Pharmaceutische Zeitung*, of Berlin, one of the most responsible of the German pharmaceutical journals, gives utterance to the following comment in its issue for April 27, 1901:

In order to console the American pharmacist, whose condition is in many respects a sad one, the AMERICAN DRUGGIST in a recent issue draws a picture of the difficulties with which the German pharmacists are forced to contend. Although our American contemporary paints the picture in somewhat somber colors, its statement of the conditions of pharmacy here is in the main correct. We can readily understand the amusement of the liberty-loving American at the rigorous and in some instances onerous provisions of the new Bavarian Regulations for the Conduct of Pharmacy, and why he points to the paternalism of the Government as a vicious example. The writer also scourges the lack of unanimity among German pharmacists, which is the result, in his opinion, of a multiplicity of local cliques, district associations, etc., and speaks of the controversy between the country pharmacist and his city brother on some questions of professional policy, a condition which finds its analogy in America at the present time.

It is gratifying to us to note the agreement of our esteemed German contemporary with the conclusions which we have reached, since the journal in question can be regarded as an undoubted authority on the subject of pharmaceutical conditions in Germany.

## REMEDIES OF RECENT INTRODUCTION.

Annual Report of the Committee on New Remedies of the New York State Pharmaceutical Association.

BY A. L. GOLDWATER, M.D.

New York City.

THE familiar saying that "Of books, and of the making of books, there is no end," may well be paraphrased into "Of new remedies, and of the making of new remedies, there is no end." Fortunately or unfortunately each new remedy has at least a temporary vogue. But while the investigating physician is tentatively using the various new products preparatory to the usual rejection of most of them, or to the rarer placing of a few among the permanent favorites, it is the poor overstocked pharmacist, his shelves already filled with the numberless remedies previously tried and found wanting, who pays a large part of the freight. One who keeps track of the remedies—good, bad and indifferent—that are placed before the medical profession (entirely disregarding the nostrums that are advertised to the laity), is amazed at the large and constantly increasing number of products annually placed upon the market. For the past ten years there has been an average of not less than two hundred per annum.

While most of these are referred to as new synthetic compounds, it is a mistake to think that they all are such. Upon careful analysis it will be found that only a few of them represent true new chemical compounds. Some, it is true, are real synthetic products, but these form the smallest class; a large proportion of them are simply slight modifications of already existing and well-known compounds; others, again, are simply mixtures of two or more synthetics or other substances already in use; while there is still a fourth class, which most reprehensibly represents nothing new but the name—that is, a well-known compound, which has, perhaps, been in use for a number of years, is christened with a new, fanciful, and, of course, trade-marked name, and placed upon the market, usually at an exorbitant price, to cover the cost of extensive advertising. But it must not be supposed that all the new remedies placed upon the market are worthless. On the contrary, some of them—a very small proportion of the annual crop, it is true—prove extremely valuable, and become permanent and indispensable additions to materia medica and therapeutics. As examples it is only necessary to mention such universally used, and practically unreplaceable remedies, as antipyrine, phenacetine, trional, sulphonal, heroine, dionine, stypticin, acetanilid, eucaine, ichthyol, urotropine or formine, creosote and guaiacol carbonate, and quite a number of others. Of course, it takes some time before the wheat is winnowed from the chaff, but here as elsewhere the inexorable law of the survival of the fittest holds good, the worthless remedies, be they ever so vigorously exploited, ultimately sink into deserved oblivion, while the really valuable products gradually forge to the front, and finally gain entrance into the pages of the Pharmacopoeia of the world.

The American Therapeutical Association is at present advocating a plan which if put into successful operation will prove of inestimable benefit to both physicians and druggists. It is the establishment of a national institute, which shall serve as an experimental station, where every new remedy will first be analyzed, and, if found to be of the chemical composition that is claimed for it, will then be given a thorough biologic and therapeutic test. The constitution of the committee in charge will be such as to render any thought of prejudice or partiality out of the question.

After thorough trial, worthless preparations will be characterized as such, while those worthy of general use will receive the official stamp of approval of the American Therapeutical Association. With this plan once in operation, the pharmacist will be called upon to provide only such remedies as will continue in use, and the purchase of package after package of expensive preparations, for the purpose of filling possibly only a single prescription, will happily be no longer a source of continued loss to the retail dealer.

In compiling the appended list of new remedies, we wish it to be clearly understood that we have not strictly limited ourselves to just those remedies only that have been introduced during the past twelve months, and this for two reasons. In the first place, because the published proceedings of this association for 1900 contain but a small fragment of the report of the Committee on New Remedies. Secondly, we have endeavored to make this report as useful to the members of the pharmaceutical profession as possible, and as there are a number of remedies which, though more than one year old, are still very little known, the information about them not being easily accessible, we thought it best to include such remedies in our list. We hope that this will be considered rather an advantage than a disadvantage, as it will increase its usefulness for reference.

As we did not know whether the innovation would meet with the approval of the association, we desisted from introducing it; but we would recommend that in all future reports on new remedies the following points be incorporated—namely, the name of the manufacturer, or American agent, of each product, the various sized packages in which the drug is marketed, and the prices.

This would be of the greatest convenience to every pharmacist, when receiving a call or a prescription for some new synthetic product, and would consequently increase his interest in the published volume of the proceedings of the association.

- Acetopyrine.**—Compound of acetylsalicylic acid and antipyrine. Dose, 5 to 10 grains several times daily.
- Acetyl-Leucomethylene Blue.**—A colorless form of methylene blue for internal use.
- Albargin.**—A new organic compound of silver and albumin containing about 17 per cent. of silver.
- Adrenalin.**—The active crystalline principle of the suprarenal gland. Used in 1-1,000 solution in form of the chloride.
- Aizoon.**—Another name for Ailol.
- Ailol.**—Bismuth-oxido-gallate. A grayish-green voluminous powder. Succedaneum for iodoform.
- Alboferin.**—An organic iron preparation, containing a high percentage of phosphorus. Light brown powder, odorless, tasteless and soluble in water.
- Alkasal.**—Aluminum potassium salicylate. Astringent and antiseptic.
- Amylene Chloral.**—See Dormiol.
- Apallagin.**—The mercury salt of nosophen (tetra-iodopheno-phthalin). Antiseptic.
- Aratacio.**—A South American plant of the Nat. Ord. Euphorbiaceae (Bot. name, *Sagotia Racemosa*). Recommended as an aphrodisiac.
- Argentum Colloidale.**—See Collargolum.
- Argyrine.**—Alkaloid from horse chestnut. Recommended in hemorrhoids. Dose, one-sixth gr. in pill form.
- Aspirin.**—Acetyl salicylic acid. Used in rheumatism. Dose, 15 grs., 3 to 5 times a day.
- Bismuth Oxido-Tannate.**—See Ibit.
- Bismuthum.**—Bismuth tannate. Intestinal antiseptic. Dose, 5 to 10 grs.
- Bismuthose.**—Soluble bismuth phosphate. See Bismuthol.
- Biscol.**—See Bismuthol.
- Blepharis Capensis.**—A South African plant of the order Acanthaceae. Used in form of decoction in blood-poisoning from anthrax and snake bites.
- Bonducin.**—Bitter principle from Bonduc seeds. Dose, 1 to 5 grs.
- Bromipin.**—An addition product of bromine and sesame oil. Appears on the market in 10 per cent. strength. Dose, 1 to 4 drams.
- Bromocoll.**—A condensation product of bromin, tannic acid and gelatin. Hypnotic.
- Brucea Sumatrana.**—Common name, Ko-Sam. Seeds used in metrorrhagia and dysentery. Dose, 10 to 40 seeds.
- Cacodylic Acid and Cacodylates.**—These organic arsenic compounds have recently been again brought into prominence by French physicians, the claim being made that they are non-toxic. Experience has shown that this claim is not correct. The dose of sodium cacodylate, which is the salt most commonly used, should not exceed 4-gr.
- Cadmium Sulphocarbolate.**—Antiseptic and astringent.
- Calcium Eosinate.**—A sulpho salt of aliphatic creosote esters. Used in phthisis, diabetes and fermentative dyspepsia. Dose, 8 to 10 grains.
- Calcium Iodate.**—Recommended as a substitute for iodoform.
- Calcium Peroxide.**— $\text{CaO}_2 \cdot 4\text{H}_2\text{O}$ . Antacid, astringent and antiseptic. Dose, 8 to 10 grains.
- Carnigen.**—A dietetic albuminous compound. Do not confound with Carogen, a preparation of bone marrow.
- Cephalin.**—A mixture of caffeine, antipyrine, sodium salicylate and roasted coffee. Dose, 5 to 15 grs.
- Chinotropin.**—A combination of formin and quinic acid.
- Chiol.**—A proprietary preparation consisting of a solution of various resins. Used as protective.
- Chloral-Orthoform.**—Also Chloral-Orthoform New. Recommended as a hypnotic.
- Chloretone.**—Acetone-Chloroform.—Tertiary trichlorbutyl alcohol. Hypnotic and anaesthetic. Dose, 5 to 10 grs.
- Chlorosonime.**—A compound of



- chloral and hydroxylamine. Hypnotic.
- Collargolum.**—Another name for argemum colloidal or colloid silver.
- Corba Oil.**—A substitute for tar and balsam of Peru in cutaneous affections.
- Creosin.**—A compound of creosote, iodine, calcium hypophosphate and balsam of Peru.
- Crurin.**—Quinoline-bismuth sulphocyanate. Used in ulcers of leg.
- Crystalline.**—A trade name for saccharin.
- Cuprol.**—A compound of copper and nucleic acid, containing 6 per cent. of the metal.
- Cypridol.**—A trade name for a preparation claimed to be a 1 per cent. solution of nascent mercuric iodide in sterilized oil.
- Diathezin.**—A nostrum claiming to be the active principle of the salicylates and salicin. Dose, 7 to 15 grs.
- Didymium Salicylate.**—See Dymal.
- Digitoxin.**—This glucoside of digitalis has recently been highly recommended by good authority as a substitute for digitalis and its preparations. Dose, 1-250 to 1-100 gr.
- Dionin.**—Hydrochlorate of ethyl morphine, recommended as substitute for morphine. Very soluble in water. Dose,  $\frac{1}{2}$  to 2 grs.
- Dithan.**—Another name for trional.
- Dioxogen.**—A trade name for solution of hydrogen dioxide.
- Dormiol.**—A combination in molecular proportions of chloral and amyline hydrate. Marketed only as a 50 per cent. solution. Hypnotic.
- Dymal.**—Didymium Salicylate. Used externally as a dusting powder.
- Echinopsine.**—An alkaloid from echinops multiflorus. Similar in action to strychnine.
- Elosin.**—Resinoid from root of *Chamaedorea luteum*. Tonic, diuretic, vermifuge and emmenagogue.
- Enophthalmia.**—Oxytolylmethylvinylacetonealkaline hydrochlorate. Closely allied to eucaine; mydriatic in 2 to 5 per cent. solution.
- Epicarin.**—Oxy-naphthyl-ortho-oxytolyllic acid. Used in 10 per cent. ointment or solution for scabies.
- Epinephrine.**—Active constituent of suprarenal capsules. Vasoconstrictor. Probably identical with adrenalin.
- Ethylamine Diamine-Mercury Citrate.**—Disinfectant for hands and surgical instruments.
- Eumenol.**—Fluid Extract prepared from Chinese plant tang-kul or wong-row. Highly recommended as emmenagogue.
- Eunatrol.**—A pure form of sodium oleate. Solvent for gall-stones. Dose, 15 grs.
- Eupyrin.**—A combination of antipyrine and vanillin. Paraphenetidin vanillinethylcarbonate. Mild antipyretic.
- Euquinine.**—The carbonic ether of quinine. Tasteless powder, recommended as a succedaneum for quinine; claimed to produce no elationism. Dose, same as quinine.
- Euresal.**—Resorcin monoacetate. Yellow mass. 10 per cent. in ointments.
- Eurobin.**—Chrysarobin triacetate.
- Ferrinal.**—A compound containing 6 per cent. of iron with nucleic acid.
- Fersan.**—Ferruginous phosphorus-containing nutritive.
- Fluoral.**—Another name for sodium fluoride.
- Fortoin.**—Methylenedicotol. Intestinal astringent. Dose, 4 grs.
- Furunculin.**—Yeast preparation intended for use in furuncles, gastric and intestinal catarrhs.
- Garantone.**—A trade name for saccharin.
- Globon.**—A dietetic albumin compound.
- Glouardi.**—A kind of fermented milk. The Greek product similar to the Kefir of Russia, and the Matzoon of Turkey.
- Guacamphol.**—The camphoric acid ester of guaiacol. A white crystalline powder. Dose, 3 to 8 grains. Used in night sweats of consumptives.
- Guaiacquinol.**—Quinine dibromoguaiacolate.
- Guaiaccol Cacodylate.**—Used in tuberculosis. Dose (hypodermically),  $\frac{1}{2}$  to 1 gr.
- Guajasanol.**—Diethylglycol-guaiacol hydrochlorate. Antiseptic. Used in phthisis, osena, etc. Dose, 15 to 60 grs.
- Heconal.**—Methylpropylcarbinol-carbanic acid ester. Hypnotic. Dose, 15 to 30 grs.
- Helthim.**—Test for nitrites in potable waters. Consists of an acidulated solution of sodium parasulphanilate, and of sodium or potassium amidonaphthol-disulphonate.
- Hetol.**—A trade name for sodium cinnamate. Used intravenously in phthisis.
- Honthim.**—A tannic acid compound with albumin. Used internally as an astringent. Dose, 5 to 20 grs.
- Hypusacotin.**—Acetophenone-acetyl-paranidophenol ether. Hypnotic and antipyretic.
- Ibit.**—Bismuth oxy-iodido-tannate. Used externally as antiseptic, astringent and vulnerary.
- Ichthargan.**—A compound of ichthylol and silver, containing 30 per cent. of the latter.
- Ichthoform.**—Ichthylol-formaldehyde. Intestinal disinfectant and antiphlogistic; also vulnerary. Dose, 5 to 10 grs.
- Intestin.**—Bismuth-naphthalin benzoate. Intestinal antiseptic. Dose, 5 to 15 grs.
- Iodipia.**—A addition product of iodine and sesame oil. Marketed in two strengths—10 and 25 per cent. The latter used chiefly hypodermically. Dose of 10 per cent. solution, 1 to 4 drams.
- Iodoformogen.**—A compound of iodoform and albumin. A very bulky powder.
- Iodolen.**—Iodole-albumin compound containing 38 per cent. iodine. Succedaneum for iodides internally; externally non-toxic, non-irritant antiseptic.
- Iron and Ammonium Arseno-Citrate.**—Antiperiodic. Used for children hypodermatically. Dose,  $\frac{1}{2}$  gr. every second or third day.
- Iron Cacodylate.**—Used in chlorosis, chloroanemia, etc. Dose, 2 to 4 grs. daily; hypodermically,  $\frac{1}{2}$  to 1 gr.
- Ironal.**—A liquor claimed to contain "80 per cent. of absorbable iron."
- Kelene.**—A trade name for ethylchloride.
- Kelipion.**—An ointment containing iodine. Dark color. Does not stain the skin when rubbed in.
- Kineurin.**—A trade name for quinine glycerophosphate.
- Kosan.**—See Brucea Sumatrana.
- Lactolin.**—A trade name for acid potassium lactate.
- Largin.**—A silver-albumin compound containing 11 per cent. of silver. Grayish-white powder, very soluble in water and glycerine. Not precipitated by chlorides or by albumin. Used principally for gonorrhoea.
- Ligno-Sulphite.**—A liquid by-product obtained in the manufacture of cellulose. Used as an antitubercular by inhalation.
- Lozone.**—A trade name for hydrogen dioxide.
- Menthorol.**—Mixture of parachlorophenol and menthol. Antitubercular.
- Mercuralgam.**—An amalgam of mercury with aluminum and magnesium. Used as a substitute for mercurial ointment. Formerly called mercuriol.
- Mercurool.**—A soluble organic compound of mercury and nucleic acid, containing 10 per cent. of mercury. Bactericide.
- Methylenedicotol.**—See Fortoin.
- Methylpropylcarbinol Urethane.**—Hypnotic. Dose, 8 to 15 grs.
- Naphthoformin.**—A condensation product of alpha or beta naphthol, formaldehyde and ammonia. Used externally in skin diseases.
- Naphthol-Eucalyptol.**—A compound of naphthol and eucalyptol. A surgical antiseptic.
- Nargol.**—A compound of silver and nucleic acid, has 10 per cent. of silver.
- Nectrianine.**—A purified culture of *Nectria ditissima*, a parasitic growth found on trees. Recommended in the treatment of cancer.
- Neusol.**—A nostrum recommended as a specific for diabetes. On analysis was found to contain nothing but salol.
- Oxaphor.**—Oxyamphor in 50 per cent solution. Dose, 5 to 15 minims.
- Oxydol.**—A trade name for solution of hydrogen dioxide.
- Palpebrine.**—A nostrum recommended for external use in eye affections.
- Parietin.**—A fanciful name for chrysophanic acid.
- Persodin.**—A trade name for sodium persulphate.
- Peruol.**—Mixture of peruscabin and castor oil. Uses same as following.
- Peruscabin.**—Synthetic benzoic acid benzyl ester. Used in scabies and other parasitic cutaneous diseases.
- Piperazine Quinate.**—See Sidal.
- Phenol-Dilodide.**—Otherwise diiodophenolodide. A local antiseptic similar to aristol.
- Plasmon.**—A dietetic preparation made from milk.
- Propionyl-Salicylic Acid.**—Made by action of anhydrous propionic acid on salicylic acid. Used in rheumatism and gout.
- Propylol.**—An organic, balsamic liquid non-toxic antiseptic and anodyne. For external and internal use.
- Pyroglycerine.**—A synonym for glycerin.
- Quinine Lygosate.**—Compound of quinine and lygolin (di-orthocumaketone). Bactericide and antiseptic.
- Quinoline-Bismuth Sulphocyanate.**—See Crurin.
- Rachitol.**—Suprarenal gland in tablet form. Antirachitic.
- Resalidol.**—Acetyl derivative of saloforn and resorcin. Intestinal astringent and antiseptic. Dose, 80 to 75 grains daily.
- Rheumacilate.**—A trade name for synthetic methyl salicylate.
- Rhodalline.**—A synonym for thiosinamine, which see.
- Rubidium Iodide.**—Recently recommended as an excellent remedy in coryza.
- Sanoderma.**—A sterilized mull bandage impregnated with bismuth sub-nitrate.
- Sidal.**—Quinate of piperazin. Recommended in gout and as a uric acid solvent. Dose, 15 grs. four to five times a day.
- Silberol.**—Silver para-phenol-sulphonate. External antiseptic.
- Sitogen.**—Vegetable food product to replace meat extracts.
- Sodium Diiodosalicylate.**—Succedaneum for iodoform.
- Sodium Para-Fluorobenzoate.**—Used in lupus and other tuberculous processes. Dose, 8 grs. thrice daily.
- Sodium Sulphuroso-Benzoate.**—Antiseptic.
- Sodium Glycochocolate.**—Recommended in 5 gr. doses as efficient remedy for gall-stones.
- Sodium Meta-Vanadate.**—For phthisis, and as a general alterative. Dose, 1-50 to 1-12 gr.
- Sphaenol.**—See Corba oil.
- Spleniferin.**—An organic iron preparation, claimed to be prepared from the spleen.
- Staphylase.**—Active constituent of beer yeast.
- Stypticin.**—Cotarnin hydrochlorate. Small yellow crystals, soluble in water and alcohol. Intestinal hemostatic. Dose,  $\frac{1}{2}$  to 2 grs.
- Sulfosot.**—Potassium cresote-sulphonate. Used in consumption. Dose, 5 to 20 grs.
- Sycose.**—A trade name for saccharin.
- Tannopin.**—Hexamethylenetetramine Tannin. Intestinal astringent and disinfectant. Dose, 10 to 15 grains.
- Tenalin.**—Mixture of alkaloids from areca nut. Tapeworm remedy for animals.
- Terrol.**—Ointment-like petroleum residue. Succedaneum for cod-liver oil.
- Tetramethylecyanpyridon.**—Myotic.
- Thermol.**—An antipyretic said to have the composition  $C_4H_8N_2O_2$ .
- Thialion.**—A nostrum recommended as a uric acid solvent. Claimed to be a new alkaline lithium salt.
- Thiocol.**—Potassium guaiacol sulphonate. A fine white powder, soluble in water, containing 60 per cent. of guaiacol. Dose, 5 to 15 grains.
- Thiosinamine.**—Allyl-sulpho-urea. Has within the past few months again come prominently into use, principally as a local application.
- Thymoform.**—Condensation product of thymol and formaldehyde. Succedaneum for iodoform and dermatol.
- Thymotal.**—Thymol carbonate. Highly recommended for intestinal worms. Dose, 15 to 30 grs.
- Triferin.**—An organic compound of iron and paraneucleic acid, containing a large percentage of phosphorus.
- Tropacocaine.**—This local anaesthetic, which seemed to have fallen into disuse has again become prominent, being recommended especially for producing spinal anaesthesia.
- Urea.**—This chief constituent of urine, while not in any sense a new compound, has recently been brought into prominence as a remedy in tuberculosis. Dose, 5 to 15 grains.
- Urosin.**—Quinate of Lithium. Recommended in gout and as a uric acid solvent.
- Validol.**—A combination of menthol and valerianic acid. Dose, 5 to 15 minims, in neuralgia, hysteria and cramps.
- Vioform.**—Iodochloroxyquinoline. Succedaneum for iodoform.
- Viscin.**—Guttineous substance resembling bird-lime obtained from *Viscum aucuparium*. Vehicle for dermic medicaments.
- Yohimbine.**—An alkaloid from the Yohimbo or Yumbuhia tree, growing in Southwest Africa. Supposed to possess aphrodisiac properties. Dose, about 1-12 gr.

### Green Versus Dry Drugs.

Ovid S. Laws, A.B., M.D., writes in the *California Medical Journal*: I am accustomed to preparing my own tinctures to some extent, and have noted, with interest, all that has been said about the comparative value of green and dry material for tinctures. I have known for many years that some roots are so modified by drying for about six months as to render them less acid and not less valuable for tinctures. Iris, podophylum, phytolacca and a few others belong to this class.

But it remained till very recently to learn that age in the dry state greatly increased the medicinal strength of some drugs.

For instance, cascara sagrada bark is doubled in strength by being kept one year in the dry state. A second year again doubles the strength, and whether or not the third year would again double its medicinal value "deponent saith not." Only think of the great loss we sustain by not giving our materials the chance to duplicate their strength a few times.

Then, this mixes us all up in a field supposed to be clear. Again, we must label our tinctures so as to give the dry age of the material used, so as to govern our dosage.

## DRUG STANDARDS AND HOW TO ESTABLISH THEM.

By A. R. L. DOHME, PH.D., BALTIMORE, MD.

(Continued from page 323.)

### COCA LEAF.

THE drug occurs in two varieties, Huanuco Coca and Truxillo Coca leaf, both being distinct varieties of erythroxylon—*i. e.*, Huanuco is *E. Bolivianum* and Truxillo is *E. Spruceanum*. They both contain as their active principle cocaine or benzoyl-ecgonine. There are, however, other cocaines than benzoyl-ecgonine in coca leaf—*e. g.*, cinnamyl-ecgonine, isatropyl-cocaine, etc., these being usually termed amorphous bases, since they do not crystallize. These amorphous bases do not possess anesthetic properties, and one of them, isatropyl-cocaine, sometimes called truxilline or truxill-cocaine, has been shown to be poisonous in small doses, poisoning the heart. Cinnamyl-ecgonine differs from cocaine in having the radical cinnamyl in place of the benzoyl of cocaine—*i. e.*, in being the ecgonine derivative of cinnamic acid that cocaine is of benzoic acid. MacLagan's test for cocaine is intended to determine the presence of isatropyl-cocaine and the other amorphous bases in cocaine. By the methods of assay now in vogue, the amount of ether soluble alkaloids is determined, and usually stated as cocaine, but it is really not a correct standard, since it includes these amorphous bases, which are soluble in ether, as well as cocaine. In the absence, however, of any means of separating them from cocaine, we must accept it as the best standard of coca leaf strength that we have to-day. The crude cocaine thus obtained by ether extraction of the drug contains usually about 90 to 96 per cent. of pure cocaine, so that our standard based on ether-soluble alkaloid is not far from correct. It has been found that coca leaves vary greatly in content of cocaine, the limits being 0.2 to 1.5 per cent. The extremes are, however, the exception, and preparations of the drug assaying 0.6 per cent. cocaine produce in the usual doses the full and desired effect thereof.

### COLCHICUM ROOT.

This drug owes its virtue to the two alkaloids, colchicine and colchicine, both alkaloids that form unstable salts with acids, but form a crystalline compound with chloroform, which can readily be decomposed by boiling water into chloroform and the alkaloids. It is hence very frequently, and can be quite readily, assayed gravimetrically. In either case the result is based on the sum total of the two alkaloids. The alkaloid colchicine is a decomposition product of the other alkaloid colchicine, the formulas being colchicine  $C_{22}H_{25}NO_6$ , and colchicine  $C_{21}H_{23}NO_6 + \frac{1}{2}H_2O$ , and can be obtained from colchicine by heating with dilute acids or with barium hydroxide. As the result of numerous assays, the content and standard of colchicum root in total alkaloids has been found to be 0.5 per cent., although Hager in his newest work (Pharm. Praxis, 1901), speaks of the root containing  $0.066 = 0.085$  per cent. colchicine. This must, however, either be a mistake or an usually poor specimen of colchicum root. The work of Zeisel on the constitution of the alkaloids makes it probable that the alkaloid colchicine is the methyl ester of the alkaloid colchicine. Neither of them crystallizes, and they are usually obtained in assays as yellow varnish-like residues.

### CONIUM SEED AND LEAF.

This drug contains four, or possibly five, alkaloids, of which, however, coniine is the most active and poisonous, and present in the largest quantity. These alkaloids are

coniine or alpha-propyl-piperidine  $C_8H_{17}N$  (identical with cocaine and cicutine), conhydrine  $C_8H_{17}NO$ , or oxyconiine, pseudo-conhydrine  $C_8H_{17}NO$ , and methyl-coniine  $C_9H_{19}N$ ; besides these ethyl-piperidine  $C_7H_{15}N$  is sometimes found in the drug. Coniine and methyl-coniine are oily volatile liquids, while conhydrine and pseudo-conhydrine are crystalline substances, melting respectively at 126 degrees C. and 98 degrees C. As all of these alkaloids contribute to the therapeutic effect of the drug, an assay thereof for standardizing it should determine all of them, and the usual process adopted extracts them all together, and determines them in the final alkaloidal extract volumetrically. The average specimen of conium seed has been found to contain 0.5 per cent. alkaloids by American chemists, while Hager states that conium seed only contains  $0.03 = 0.18$  per cent. coniine. If by this he means only coniine without the additional alkaloids, it may be correct, but if he means total alkaloids, he must be in error. From what I can learn from a study of recent works and journals by German pharmacists and chemists, there is not nearly as much assaying done in Germany as here in this country, and the German Pharmacopœia also bears out the view, as but few of the drugs are there assayed or standardized.

### DIGITALIS LEAF.

Here we meet trouble, for the chemistry of digitalis is in a very uncertain and indefinite condition, and whether digitoxin, digitalin, digitalein, or all of them are active principles is in doubt. Keller and Schmiedeberg seem to think that digitoxin is the active principle, and Kiliani thinks that digitalein and digitalin are the active principles along with digitoxin. It appears reasonably certain that digitoxin is the most powerful heart poison, and also that digitonin is inactive upon the heart, but is the main cause of the diuretic action of the drug. Digitalis tones the heart muscle, and thereby the relaxation of the muscle is rendered less perfect, and the contraction more complete and prolonged. As 1-30 grain digitoxin almost killed Professor Koppe, actually placing his life in jeopardy for a week, with most varied and pronounced symptoms, it can probably be classed as the most violent poison known to-day.

### THE STANDARDIZATION OF DIGITALIS.

What is needed to enable us to standardize digitalis is the preparation of the digitoxin, digitalin, digitophyllin, digitalein and digitonin of both leaf and seed of the drug, and a careful pharmacological study of each on the mammalian heart, blood pressure and kidneys. When we know these facts, we can readily establish standards for the drug, as we will know by what substance or substances to standardize them, but until then we cannot hope to get any definite results with this drug. Most probably all of these substances contribute to some extent to the action of digitalis, which is a complex one at best, affecting several organs, and in more ways than one, and it may be necessary to have several standards—*i. e.*, a digitoxin, digitalin and digitalein standard for heart action, and a digitonin standard for diuretic action. It seems to me that since digitoxin is known to be the most poisonous constituent of the drug, and also one of the most efficient cardiac sedatives, we can assay the drug by this constituent until more definite knowledge is at hand. The so-called physiological test is, as I have several times shown, of no value in the assay of any drug, as it is not a quantitative process, and cannot be made to be such. Hence its value in standardizing digitalis is of no moment. All it can do and does do is to inform us that the drug in question is not inert.

## ERGOT.

Here, as in case of digitalis, we are at sea at present, as but little of distinct value has been established as to what is the active principle or principles. The latest work by Jacobi makes this active principle sphacelotoxin, which is unstable, while Keller stated that it was an alkaloid cornutine. As these substances are entirely distinct and different, more work is necessary to settle the question. I have always used Keller's cornutine as my standard, for I have obtained it, and know it is active, but I do not claim that it is a correct standard, although probably as correct as any used to-day, and certainly more nearly correct than the physiological test which tells us merely that it is not inert. Jacobi obtained principally five substances as follow: (1) Sphacelotoxin, a nitrogen-free resin (producing the gangrenous and uterine contractile action of ergot); (2) Chrysotoxin, a phenol-like body obtainable in crystalline form  $C_{21}H_{22}O_8$ ; (3) secalinotoxine, an alkaloid similar to Keller's cornutine, but not identical with it chemically and physiologically; (4) ergochrysin, a yellow inert coloring matter; (5) secalin, a crystalline alkaloid, also not identical with Keller's cornutine or Tanret's ergotinine.

A more complete study of these substances by others, both chemically and pharmacologically, is necessary to make it valuable as a means of establishing a standard for ergot. Pending this study, it would seem that standardization by Keller's cornutine is preferable and more trustworthy than no standard at all. Good, sound, bold Spanish or German ergot has been found in my laboratory to contain 0.25 per cent. cornutine.

## GOLDEN SEAL.

This drug is growing in popular favor with the medical profession, and should be standardized. It contains hydrastine, berberine and canadine, but of these hydrastine is the active principle, as berberine is practically inert therapeutically, and canadine is present in too minute quantities to produce much effect, although when injected in large doses it produces violent peristalsis and diarrhoea. The standardization of golden seal is hence the determination of the amount of hydrastine the drug contains, and this can readily be done. As the result of many assays by numerous chemists, it is apparent that 2.5 per cent. hydrastine is a correct average content of the drug. It is quite apparent that in recent years the amount of hydrastine obtained from golden seal is greater than was formerly the case, but whether this is due to the fact that the drug has contained more, or whether the method of assay has improved is an open question. Certain it is that it is not infrequent that 3.5 per cent. of hydrastine is obtained, and even 4 per cent. has been reported, while formerly an assay of 2 per cent. was considered unusually good for a drug, and when I told Professor Flückiger, while in his laboratory, that I had obtained 2 per cent. hydrastine at home from a sample of hydrastis, he would hardly credit it, and said that it had not, and he thought could not be done in Germany. Perhaps golden seal is true to its name, and is prosperous in these golden days.

## GUARANA

Is standardized by its content of caffeine, which averages 4 per cent., and this is the generally adopted standard for the drug. It is not used as much as formerly.

## HENBANE AND STRAMONIUM

Are, like belladonna, standardized by the amount of total alkaloids they contain, and this is unquestionably a correct standard in view of our knowledge of the chemistry of the drugs to-day. For henbane the accepted standard is 0.1 per cent., and for stramonium 0.3 per cent. total alkaloids.

## IGNATIA AND NUX VOMICA

Both owe their activity to strychnine, and only differ in the amount they respectively contain. Brucine is valueless therapeutically as far as is known, although it is stated to preponderate in the drug. Ignatia is but seldom used, and for nux vomica a standard of 1.25 per cent. strychnine appears to be the content of the average drug that comes to this market, although strychnine manufacturers claim to get as much as 2.5 per cent. very frequently from select large buttons. It has been customary, and is to-day customary, to standardize nux vomica by the amount of total alkaloids it contains, this standard being 3 per cent. total alkaloids; but since we know that strychnine is the only active principle, it is almost certain that hereafter the drug will be standardized according to the amount of strychnine that it contains, especially as this alkaloid can quite readily be separated quantitatively from the brucine.

## IPECAC ROOT

Is a much used and strong drug, and should hence always be assayed. It has been customary to determine the total amount of alkaloid it contains, and to call this emetine, as it was thought that the drug contained only one alkaloid. Paul & Cownley have, however, shown that the drug contains three alkaloids, emetine, cephaeline and psychotrine, the last mentioned, however, only in small amount. They have also shown that emetine is the expectorant principle, and cephaeline the emetic principle, but as it would be complicated and useless to establish a double standard because of this dual constituency, the present standard of total alkaloids appears to be ample for all purposes, and to give us a correct standard of strength. This is, however, as yet an open question, as it may appear desirable from a therapeutic standpoint to know the emetic as well as the expectorant strength of the drug. Pending this decision, it is likely that total alkaloids will continue as the standard of ipecac, and this has been found to be 2 per cent. as a result of many assays of both Rio and Carthage root. It seems strange that for many years Carthage ipecac was not admitted into this country by the customs authorities, presumably because it was deficient in therapeutic strength, but my own assays as well as those of Paul & Cownley, and no doubt other chemists, have shown that as a matter of fact the Carthage, or as the English call it, Colombian ipecac, is richer in total alkaloids and in cephaeline, the emetic principle, than Rio ipecac. It is because the authorities became convinced of this fact, no doubt, as well as because the Drug Board of Trade of New York advocated it, that Carthage ipecac has again been admitted to enter the ports of the United States.

(To be continued.)

## Favorite Perfumes of Royalty.

Science Siftings prints a note on the favorite perfumes of royalty, and informs its readers that young Queen Wilhelmina, of Holland, uses nothing but eau de Cologne and white helle-trope soap. The Empress of Russia has on her dressing table the following French essences: Jonquill, jasmine, frangipani, violet, creme duchesse and lavender water. The Empress of Germany prefers the perfume of new mown hay to any other. The Dowager Queen of Italy shows here patriotism by invariably using Palermo soap and Roman cream. The Empress Frederic, like Queen Wilhelmina, thinks that there is no perfume in the world which equals that of the best eau de Cologne. The late Queen Victoria's choice of perfumes was made long ago; for half a century she remained faithful to patchouli. Queen Alexandria is more eclectic. Not a perfume, cream, dentrifice or toilet water is put on the market which is not carefully examined for her by a connoisseur. Otherwise she has no preference, but, like the bee, flits from flower to flower.

## STORE MANAGEMENT.

Conducted by W. A. Dawson.

*In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.*

### BOOKKEEPING, ACCOUNTING, AND FINANCIAL.—(Continued.)

#### FITTING UP THE OFFICE.

**I**N fitting up the business office of a pharmacy, where there is room it will be well to set off a certain amount of floor space at the rear of the store for this purpose, the necessary privacy being secured by a low partition, three or four feet high, of cabinet work to match the fixtures or metal lattice or grill work, if preferred. Many practical and valuable ideas in office fixtures can be obtained from the catalogues of manufacturers of office fittings, most of whom are located in the large cities. The fitting up of offices has become a highly specialized business, with a complexity of detail and completeness in time and labor saving devices that can scarcely be realized by the uninitiated or the unprogressive office worker.

The most important item of the office equipment is the desk. A first-class oak, roll-top desk, completely fitted, with all the modern ideas and improvements of up to date desk-making, may be bought at from \$20 to \$40, according to size.

For a small business a desk, a chair and a safe will comprise all the office furniture absolutely essential, but with a good-sized business even the largest desk will be found inadequate for the accommodation and systematic filing and keeping of the various papers and records of the business.

#### FOR FILING INVOICES,

letters, catalogues, price-lists, etc., filing cabinets of the "Rapid File" type will be found best. These are handsome oak cabinets containing any number of drawers desired, each drawer being 10 x 12 inches in size and fitted with an index for filing alphabetically; a heavy steel spring holds the contents of a drawer compactly together and is thrown back out of the way when it is necessary to refer to the contents.

As the cabinets may be obtained of any size, they may be bought in convenient sections to fill whatever spare space may be available in the office, although if there is room it will be found more convenient to mass all the files together in one cabinet, with the added advantage of a less *pro rata* cost per file when bought in the latter way.

For invoices, a sufficient number of drawers must be provided to hold a year's bills, and as the greater number of bills will be from one, two or three wholesale houses, it will be found convenient to devote a drawer to each of these principal creditors, taking out the index from the drawers and labeling the drawer Bills—A. & Co.; Bills—B. & Co., etc.; then in another drawer, or more if needed, file away all the other bills in alphabetical order, labeling the drawer Bills—Sundry.

At the end of the year the bills should be taken out of the drawers and filed away in a cardboard filing case—I have found the Shannon file case the best for this purpose—and stored in some out-of-the-way place where,

however, they can be got at readily if needed to refer to, since it is often a great convenience to look back and see what a certain price was last year or year before, or find the address of a party from whom we bought a certain line of goods some years ago.

#### VARIOUS USES OF THE FILING CABINET.

For filing letters, one or two drawers will hold a year's correspondence of the average pharmacy; these, of course, must be filed alphabetically with the indexes already alluded to.

Not the least important use to which a filing cabinet may be put is the filing away in regular order of the various catalogues and price-lists that are being constantly received through the mails. They should be as carefully read when received and as systematically filed as are the bills and letters, for it is largely through these that the progressive merchant learns of the new goods coming upon the market, new firms, better prices, and the additions and improvements being made in the lines of the old established houses.

One makes customers and friends by knowing more than one is expected to know. When a physician or customer asks about some new article or something not in stock, they will think more of you and it will often be possible to make a sale where you otherwise would not, if you are able to tell what the article is, who it is made by, or its price.

The filing cabinet that I am using for this purpose contains ten drawers, without indexes, the catalogues being filed by classes, and the drawers labeled as follows: Drugs and Chemicals, Pharmaceuticals, Glassware and Sundries, Proprietaries, Soda Font and Supplies, Druggists' Printing, Stationery, Store Fixtures, Fancy Goods, Surgical Supplies and Appliances. As new lists are received the superseded lists are taken out and destroyed.

#### A NECESSITY IN OFFICE FITTINGS

is a good book case, although a great many pharmacists seem to look upon it as a luxury. Every pharmacist has, or ought to have, a library of pharmaceutical and technical books to which he adds from time to time the latest and best works in these lines. Good books should be well housed and taken care of lest they become worn and soiled through exposure to dust and dirt and careless handling.

The well advertised sectional book cases are the best form of case for the office, as they may be bought in such shapes and combinations as to permit of their being adapted to whatever spare room may be available, and only as many sections as will contain the books on hand need be purchased at first, other sections being bought as the library grows. For books, the sections should be provided with glass doors, except a few sections reserved for files of the pharmaceutical journals and other periodicals. At the end of the year these journals should be bound and added to the reference library.

#### THE OFFICE SAFE

need not be a large one, as it need not contain more than the books of account and papers the loss of which would be irreparable. Most office safes are unnecessarily large and take up too much valuable space; as a consequence of their roomy interiors they become a general repository for all sorts of trash. The average business man who will overhaul the contents of his safe will discover that more than half the stuff in it could be kept in the desk or elsewhere with little or no risk.

#### A TYPEWRITING MACHINE

will be found to expedite such office work as letter and order writing, the writing of advertising matter and par-

ticularly the writing of personal letters to physicians and prospective patrons in soliciting trade. A second-hand machine in thorough good working order may be purchased for from \$25 to \$50, and for the intermittent and comparatively small amount of work required of it in the drug store will prove fully as satisfactory and durable as a new \$100 machine.

Where a typewriter is used for letter writing, a copying press is unnecessary, the sheets being duplicated with carbon paper, but where the pen is used it will be necessary to use a copying press or some other means for copying, as good business methods demand that all letters and orders sent out must be copied. There is a new copying device on the market called the "Pen carbon" copying book, by the use of which the letter written with an ordinary pen is duplicated at the time of writing.

Besides being absolutely necessary to the making of claims of "not as ordered," a duplicate copy of the order is a great convenience, as a lot of goods may be checked off from the duplicate immediately upon their receipt, and the bill checked off from the duplicate, when it arrives, as is usual, a day or two after the goods. In regular lines the prices are well known and such items as are new or the price not known may be laid aside until the bill arrives.

(To be continued.)

## DRUGGISTS' COURSE IN OPTICS

Conducted by C. H. Brown, M.D.,

President of the Philadelphia Optical College.

*This series of papers is designed to furnish information which is required by druggists for the intelligent handling of a line of optical goods. The first of the series appeared in our issue for September 24, 1900.*

### Seventeenth Paper.

#### THE FOCAL DISTANCE OF A LENS.

The strength of a convex spherical lens can be accurately ascertained by measuring its focal distance. The lens is held in front of a window in such a way that rays from outside objects will pass directly through it, and the images of such objects can be formed upon a screen or the wall of the room. Any object may be made use of, a house, a tree or a man; the only requisite being that they must be at a greater distance than twenty feet. This is necessary in order that parallel rays may be obtained, because the principal focus of a convex lens is the place where parallel rays are made to meet. If divergent rays passed through the lens (*i. e.*, from objects less than twenty feet away) the position of the focus would be moved further away. Therefore the distance of the objects is a matter of importance if the focus of the lens is to be determined with accuracy.

Then either the screen or lens must be moved backward and forward, nearer to or further from each other, in order to ascertain the exact distance between them when the images of outside objects formed on the screen are the clearest and most distinct. This distance is what is desired to be measured, and represents the focal distance of the lens; or, in other words, the number of the lens in inches, if the ordinary rule or yard-stick is used. If a metric rule is used the distance is read off in centimeters, which, divided into one hundred, gives the refractive power of the lens expressed in dioptres.

A concave spherical lens, having only a negative focus, cannot be measured in the same way. Such a lens must

be combined with a stronger convex lens and the focal distance measured resulting from the union of the two.

Then the focal distance of the convex lens alone is to be measured, and the difference between the two results will show the strength of the concave lens.

For instance, if the focal distance of the combination was ten inches and of the convex lens alone eight inches, the difference between the two would be the number of the concave lens, which is worked out as follows:

$$\frac{1}{8} - \frac{1}{10} = \frac{1}{40}.$$

The concave lens is therefore a forty-inch-lens.

Or, if the combination measured  $25^{\text{cm}}$  ( $\frac{100}{25} = 4.D$ )

and the convex lens alone  $20^{\text{cm}}$  ( $\frac{100}{20} = 5.D$ ), the strength of the concave lens would be  $-1.D$ .

#### NEUTRALIZATION.

This is the most commonly used and the most convenient method of measuring lenses. This method depends on the finding of an opposite lens that will exactly neutralize or nullify the lens desired to be measured—that is, to make it of no effect, or as plane glass.

As soon as the lens comes into the hands of an experienced optician his practiced eye tells him in an instant if it is convex or concave, in accordance with the indications already described. If he finds it is convex he takes from his trial case a concave lens of such strength as he estimates may nearly neutralize it, and placing the two together he tries the effect of the combination on some stationary object. If there is not an exact neutralization it can be seen at once which of the two lenses predominates.

If the combination causes the object to move in the opposite direction as before the concave lens taken from the trial case is not strong enough to overcome or neutralize its action. Another and stronger one is taken and tried, and then perhaps the movement is in the same direction as the combination; this indicates that the concave lens predominates. A slightly weaker one must be taken which is just sufficient to nullify the action of the convex lens and cause the combination to act as a plane glass.

If on the other hand the lens to be tested is seen to be concave a convex lens is taken from the trial case and placed over it, and the action of the combination noted as it is moved to and fro while looking at a stationary object. If the movement is still *with*, the neutralizing lens is not strong enough; while if the motion is *against*, the convex lens is too strong. Another lens must be taken either stronger or weaker, until one is found that entirely destroys all movement and reduces the lens to a plane glass.

In order to illustrate this subject of neutralization, we will suppose an unknown lens is taken and the opposite movement shows it to be convex, while by the rapidity of movement the observer estimates it to be about  $+3.D$ . He takes a  $-3.D$  lens from his trial case, and placing the two together he notes the effect, and instead of neutralization he finds a slight movement *against*. This indicates that the convex lens is stronger than at first supposed, but as the movement is not very marked the difference cannot be very great. A  $-4.D$  lens is now tried, and this time the movement of the combination is *with*, which indicates that the convex lens is over-corrected. Having thus found that a  $-3.D$  is not strong enough, and that a  $-4.D$  is too strong, the optician tries a  $-3.50D$ , and now he finds there is not the slightest movement produced by the combination, which indicates an exact neutralization. The neutralizing lens being  $-3.50D$ , it follows that the convex lens, which is measured, is  $+3.50D$ .



## Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

*Druggists Circular, June.*

**A Pharmaceutical Genius.** By Professor Joseph P. Remington.—This is an interesting sketch of a most remarkable personality, that of the late Hans M. Wilder, a history of whose life appeared in the *AMERICAN DRUGGIST* for February 11. The major portion of this article is taken up with a quaint rambling autobiography narrating the vicissitudes of a life begun seventy years ago in Iceland, and embracing service in the drug stores of various islands in the West Indies, practically all of the leading cities of the United States, in the army and in the navy during the Civil War, as overseer of a sugar plantation in St. Croix, before the mast on a voyage from San Francisco to Liverpool, clerk of the College of Pharmacy of the City of New York, editor of the *New Idea*, a professional numismatist, a compiler of indexes and a contributor to pharmaceutical journals, principally in the form of abstracts. One of the peculiarities of his work in this respect not brought out by Professor Remington is that his independence of spirit went to such an extent that he would not make a literal translation even under the most stringent orders, but would exercise his own discretion as to what should be translated at length, and what should be abstracted, so that it was impossible to print any translation made by him as a translation. His love of independence and his extreme sensitiveness, combined with a restless longing for change, induced Mr. Wilder to leave one position after another without regard to his future advancement, so that in his autobiography he boasts of having had "fifty-three bosses."

**Helps for the Laboratory and the Store.** By Joseph F. Hostelly.—The author records the results of recent visits to a large number of drug stores, in many of which he noticed some little contrivance or arrangement which facilitated the work of the pharmacist. Among the suggestions offered are that the pharmacist should have a typewritten list of all the pills in each case attached to the door of the case; that pills and tablets be kept in drawers containing stock bottles arranged alphabetically, and with labels on the flat top of the cork stoppers; that the stock should be carefully indexed; that every possible convenience be provided for the dispenser, such as a slotted board for holding the mortar, when working up a stiff mass, and finally the advantages which accrue from having packages of drugs at hand of various sizes already wrapped up for dispensing.

**The Drug Calling in Siberia.** By L. Lodian.—Throughout the length of the Siberian railroad the Governmental pharmacists and physicians are stationed at distances ranging from 50 to 80 miles, and these minister to the railway employees and passengers alike without charge. The work done is of a most perfunctory nature; the pay received, however, is very small indeed, about \$50 a month for physicians and for pharmacists. The few drug stores found in Siberia are, according to the author, most inferior in their appointments and practice. The principal supplies of drugs are obtained from German sources, while surgical apparatus is generally of French origin. The author met with no drugs or appliances of English or American make.

**The Art and Law of Merchandising.** By William L. Perkins.—This is the sixth paper in a series on similar topics which have been published by this author. The

present paper is devoted to the discussion of common and statute law as applied to merchandising, and is mainly historical, showing the development of the laws now in force.

**The Treatment of Diarrhœa.** By a Hospital Physician.—The author reviews the question in an elementary manner, showing the methods of treatment ordinarily pursued.

**Profit from the Sale of Photographic Preparations.** By Joseph F. Hostelly.—The author calls attention to the fact that the druggist must meet the prices of dealers in photographic chemicals if he proposes to handle any photographic chemicals at all. He also gives recipes for developers which are not particularly novel.

**Controlled Materia Medica.** By F. E. Stewart.—This is a letter outlining the plans for the establishment of a national bureau of materia medica which have already been published in the *Journal of the American Medical Association*.

*American Journal of Pharmacy, May.*

**The Assay of Drugs.**—This is a continuation of a series of papers by H. M. Gordin. In this installment nuxvomica, cinchona, ipecac and quinine are treated of. Nuxvomica was completely exhausted with a menstrum containing 75 per cent. of alcohol and one-fourth of 1 per cent. of phosphoric acid. The percolate was concentrated in vacuo, and shaken with talcum powder, filtered, ammonia added, the alkaloids shaken out with a mixture of ether and chloroform, and the amount of total alkaloids estimated by one-fortieth normal acid. The results were a little higher than those yielded by process B, which was published in the *AMERICAN DRUGGIST*.

Cinchona bark was exhausted with 50 per cent. alcohol containing 2 per cent. of hydrochloric acid, the filtrate evaporated, rendered alkaline with sodium hydrate, shaken out with three parts of ether and one of chloroform, the ether-chloroform mixture shaken with a little calcined magnesia into a tared flask, the filter washed and the ether and chloroform evaporated and the residue weighed, giving the total alkaloids in the drug. A few grams of coarse, clean quartz were added to this, and 10 Cc. of absolute ether, the whole agitated until all the adherent matter rubbed off the walls of the vessel, the liquid filtered and the flask and filter washed three times. Eventually the whole of the ether was distilled off, the residue taken up in a little chloroform and 40 Cc. of one-fortieth normal sulphuric acid, the chloroform removed by a current of air, and the alkaloids estimated alkalimetrically using one-fortieth normal alkali for residual titration and 2 per cent. solution of iodine in potassium iodide as a precipitant. Method B referred to above gave practically the same results.

Ipecac was exhausted with 50 per cent. alcohol containing 2 per cent. acetic acid, an aliquot part of the extract made alkaline with ammonia, and shaken out with four parts of ether and one of chloroform, evaporated, the residue taken up with acidulated water, placed in a separator, and the alkaloid taken out with a mixture of one part of ether and two parts of chloroform, the solvent distilled off the residue taken up with fortieth normal sulphuric acid and the assay finished alkalimetrically, using Mayer's reagent as a precipitant, using the factor 0.00635 for emetine. This factor is based upon Kunz Kraure's

formula for emetine. This formula has not been universally accepted, and it may be found erroneous, in which case the factor would have to be changed.

Conium was examined by a modification of Cripps' method. This consists in mixing finely powdered conium with a mixture of one volume of chloroform and three of ether, adding a solution of potassium hydrate, allowing it to stand over night, drawing off a portion of the clear liquid, adding oxalic acid in alcoholic solution, distilling off the liquid, adding absolute alcohol, warming, cooling, filtering, washing the flask and filter with absolute alcohol, evaporating, adding water and talcum powder, filtering, taking an aliquot portion of the filtrate, mixing with ether and potassium hydrate solution, adding petroleum ether, separating the ethereal solution, adding to it magnesium oxide, filtering, adding an ethereal solution of hydrochloric acid, gas, adding silver nitrate and nitric acid, filtering, adding test solution of ferric alum and titrating the excess of silver nitrate with potassium sulphocyanate, the number of Cc. of silver nitrate solution, multiplied by a given factor, showing the percentage of coniine present in the drug. The author also gives a method for the assay of cinchona, showing both the total and ether-soluble alkaloids.

*Petrox, or Oxygenated Petrolatum.*—M. I. Wilbert proposes the use of a mixture of 100 parts of liquid paraffine, 100 parts of oleic acid and 25 parts of spirit of ammonia for making an oxygenated petrolatum, for which he proposes the name of petrox, a title given to the compound in the German Hospital in Philadelphia. The formula is identical with that of Bedall, published in the AMERICAN DRUGGIST for December 24, 1900, under the name of vasoliment, which is in turn a modification of Roch's formula published in our issue for December 9, page 341. The preparation is used as a simple lubricant and as a vehicle for the inunction of various kinds of drugs, and also as a means of emulsifying such drugs as iodine, guaiacol and creosote for internal administration.

*Examination of the Oils of Sandalwood, Lavender and Thyme.* By Lyman F. Kebler.—The author gives the details of several examinations made by himself. He finds that reliable manufacturers furnish a very good quality of oil of sandalwood, and denied the assertion that in order to get a pure article the user must distil it himself. The same thing appears to be true of lavender. In this oil pure samples may contain as low as 10 per cent. of esters, although Gildemeister and Hoffmann claim that an oil containing less than 30 per cent. is adulterated. Oil of white thyme is almost invariably adulterated, and there is very little genuine red oil of thyme on the market, though it can be had if pains are taken to secure it.

*Technique for the Recognition of Certain Animal Parasites in Man.* By L. Napoleon, Boston.—The author gives the technique for recognizing the ancylostoma duodenale which produces tropical anæmia, and which has been the cause of a large percentage of the deaths occurring in our army in the tropics. He also treats of tapeworms, trichina and Bilharz's parasite.

*Photographic Development by Gas Light.* By William S. Weakley.—The author has made a study of Professor Nipher's ideas on the subject of the principles of photography, and has carried out a series of experiments along the line required to test those theories.

*Liquid Carbonic Acid Gas.* By Frederick T. Gordon.—This article tells of the methods in use for preparing, collecting and utilizing carbonic acid gas. In this country it is mostly collected by heating by decomposing carbonates by addition of acids, though some is obtained

from the natural springs, such as those at Saratoga, where the gas escapes with the water from the earth. In Germany large quantities of the gas formed by fermentation in breweries are collected and utilized in the form of compressed gas, some being shipped to this country; but in America this gas is allowed to go to waste.

*Pharmacy Laws and Legislation.* By J. H. Beal.—This is a résumé of the legislation, either proposed or enacted during the past month, affecting pharmacy in one way or the other.

#### Pharmaceutical Era, June 6 and 13.

*Laboratory Notes.*—Lyman F. Kebler, chief of the laboratory of Smith, Kline & French Co., describes the method of selecting drugs for assay purposes, and in a note on cane sugar he calls attention to the fact that the white granular sugars of the market contain a certain amount of reducing sugar, a circumstance which is explained in the statement that much of the white granular sugar is at present made from beets, which are known to contain raffinose as well as the sugar itself. Mr. Kebler has evidently had his attention directed to the subject by the statement in a recent number of the AMERICAN DRUGGIST that a syrup made from pure cane sugar should not reduce Fehling's solution; for he has made experiments and found that some cane sugars do contain a certain amount of reducing sugar. He also notes that the present Pharmacopœia recognizes a possible presence of small amounts of invert sugar in cane sugar; but he does not attempt to explain how some of the rock candy syrups of the market behave toward Fehling's solution as a solution of glucose or grape sugar does. Mr. Kebler also has a note on the detection of stearic acid in yellow beeswax and other accidental adulterations of the wax.

*The Technical Education of Business Men.* By W. A. Scott, Ph.D.—This article describes the programme or curriculum of the School of Commerce of the University of Wisconsin.

*Should the Pharmacy Law be Amended?* By W. E. S. Dawson.—A paper read before the New York State Pharmaceutical Association at Buffalo, on June 4, which was abstracted in our report of the proceedings of the association in the AMERICAN DRUGGIST for June 10, on page 338.

*The Advertising Druggist.* By Judson B. Todd.—A discursive paper on methods of advertising suitable to the retail druggist, which, however, is not distinguished by anything new or original.

*Scraps from a Druggist's Note-Book.* By H. F. Ruhl.—The author gives a number of useful hints and suggestions of a practical nature, the character of which may be judged from the following excerpts:

For cleaning storax or resinous extracts from a spatula, try heating the blade in the flame of a spirit lamp and wiping it on paper.

Try a little powdered pumice on a moistened wad of cotton or sponge to clean the Tinct. Ferri Chlorid. shelf bottle.

In measuring glycerin or like substances a great deal always adheres to the graduate. When a bottle is to be only partly filled with two liquids of different sp. gr., like alcohol and glycerin, if to be of equal parts, measure the alcohol, pour it into the bottle, note how far it fills the bottle and then pour in the glycerin without measuring to the same point.

*Country Village Trade.* By C. V. Mather.—The writer describes his method of attracting trade. The kind of advertising which he finds best is to send lists of addresses of customers to firms who manufacture the patent medicines he sells. He instructs the patent medicine manufacturers to put his name and address on all

advertising matter sent to the addresses supplied by him, and his experience with this is stated to have been satisfactory.

**Quinine from the Ground Up.** By F. L. Seely.—The author, who is secretary and treasurer of the Paris Medicine Co., manufacturers of laxative bromo-quinine, Groves' tasteless chill tonic, etc., St. Louis, gives a description of the Bangoeng quinine factory, and the Dutch Government cinchona plantations in Java. After briefly describing the method of cultivation of the cinchona tree and the collection of the bark, the manufacture of quinine is explained. After the bark reaches the factory every parcel is assayed to determine its alkaloidal content, and the different lots are afterward mixed so that an average strength of alkaloid is represented in each day's work. Tons of bark are ground up every day and sifted by machinery, after which the bark is moistened with an alkali and pumped into immense digesters containing hot crude petroleum. The alkaloid is extracted by the oil, and the oil is washed with dilute sulphuric acid which, in turn, takes the alkaloids from it. The crude quinine crystallizes from the hot acid solution when it is cool. The mother liquor which remains is then neutralized, and the remaining crude quinine separated and added to the first crystals, which are finally washed and recrystallized. The quinine is separated from the water by a centrifugal machine and is spread upon trays to dry. Quinine sulphate should contain from between 14 to 16 per cent. of water of crystallization, and the production of quinine containing the right amount of moisture in the finished product is referred to as a delicate operation. The quinine after being packed in cases is sent to Batavia, the principal business city and port of the Island of Java, where it is sold at public auction once a month. Mr. Seely concludes his article with a description of the processes employed in his own establishment for the manufacture of tablets.

**Is the Retail Druggist Deficient in Business Ability?**—In continuation of the series of articles on business pharmacy appearing in the *Pharmaceutical Era*, Frederick T. Gordon, secretary of the Philadelphia Retail Druggists' Association, answers the foregoing question by saying that the retail druggist is just as good a business man as those of any other trade or profession, in spite of the fact that few men are forced to combine trade and profession in daily practice as he has to do.

**How to Make the Drug Store Pay.**—X Y Z's formula is not adapted for general application. Half of his article is given up to a description of an ice-cream cabinet, and his method of making it attractive by the application of a few coats of white enamel paint. He advertised in his local paper, but fails to state what he did advertise. We are then informed that he has a clerk who is very tasty at window dressing, and who trimmed the ceiling of the store by festooning it with Royal Purple Alhambra paper, using eight balls at ten cents a ball. The results which followed the enameling of the ice-cream cabinet, the mysterious advertising in the local paper, and the trimming of the ceiling with Royal Purple Alhambra paper (using eight balls at ten cents a ball) is then stated as follows:

I sold 65 tooth brushes (cost \$6.50 a gross) at 15 cents (gold fish thrown in). My cash register showed 441 cash sales. I had over 500 friends in during the day from 2.30 to 4.30 p. m. I had no less than 36 at any one time, and part of the time 40 and 42. I had five clerks besides myself. The day was rather cool, so I redeemed only 194 soda tickets that day. My cash sales were \$91.40 and \$11.15 charged. Among the sales were 8 at \$1.00, 14 at 50 cents, 21 at 30 cents, 58 at 25 cents, 32 at 20 cents, 68 at 15 cents, 80 at 10 cents, 74 at 5 cents.

It is evident that the article is incomplete in some particulars, for the author closes with the statement that "the above ideas are worth a hundred dollars of any man's money if he has never tried them."

*Pharmaceutical Journal*, May 25, June 1 and 8.

**A Spurious Senna.** By E. M. Holmes, F.L.S.—A variety of senna resembling in size ordinary Tinnevely senna has made its appearance on the London market which Mr. Holmes recognizes as *Cassia montana*, and he gives illustrations showing the leaflets, portion of rachis, and immature pod of the spurious article. Experiments are now under way to determine the therapeutic properties of the leaf, and it will be examined histologically in order to determine if it is possible to detect it when mixed with the powder of official senna leaves. The distinctive feature of the spurious senna, according to Mr. Holmes, is the obtuse or rounded ends of the leaflets, the obtuse angles of the lateral veins, the presence of a well marked dark network of veins on the under surface, and the presence of a distinct mucro, or the broken end of one at the apex of the leaflet. The presence of the scars on the rachis also affords evidence, since there are only 6-8 pairs of leaflets in Tinnevely leaves, but 10-15 on those of *Cassia montana*.

**Vegetable Vagabonds—The Botany of a Trip.** By J. E. Lord.—The author describes a slumming expedition among the weeds of some waste land and rubbish heaps, and the article is readable and interesting, as giving botanical descriptions of a number of wild plants.

**A Visit to the Pasteur Institute.**—"An English pharmacist in Paris" describes the laboratories and working rooms of the various services of the Pasteur Institute. The article is illustrated with views of the institute, Pasteur's tomb, the dissecting room, the inoculating room, M. Bertran's laboratory, and with a reproduction of a statue of Jupille, the second patient to undergo the anti-rabic treatment, and now concierge of the Pasteur Institute.

**Veterinary Diagnosis.** By Centaur (continued).—In this installment some of the symptoms common to diseases of the bladder in animals are alluded to. No attempt is made to give specific prescriptions, though remedial drugs are suggested in some instances.

**Linnaeus and Some of the Lessons of His Life.** By Henry Kraemer.—This is the text of an address delivered by Professor Kraemer before the Zeta Phi Society of the Philadelphia College of Pharmacy last January, and reprinted from the Alumni report.

**The Histology of Cassia Montana.** By Prof. Henry G. Greenish.—This is a method of distinguishing the leaves recently offered as senna referred to in a previous article by E. M. Holmes. The powder of the leaves exhibits well marked characters. Hairs are entirely absent, and fragments of the upper epidermis, free from stomata, can be found. Most distinctive, however, is the abundance of small rosettes of calcium oxalate.

**A New Ointment Base.** By H. Foster.—The author has for some years used a mixture of equal parts of lard, anhydrous lanolin and petrolatum as a general ointment base with satisfactory results. He calls it lanolin mixture, and commends it to the attention of the Pharmacopœia authorities, believing that if they were to give it a trial it would find a place in the next Pharmacopœia.

**The Legality of Anti-Cutting Agreements.**—W. S. Glyn-Jones reviews some recent English decisions upholding the right of proprietors to protect retailers in

maintaining prices. He comes to the conclusion that the decisions prove that whatever devices are adopted proprietors can, if they are so minded, trace goods, notwithstanding that they pass from hand to hand, before reaching the cutter, and that even the so-called different firms prove to be one and the same people.

*Shall Pharmacists Become Tradesmen?*—This shibboleth, invented by George J. Seabury, is now under discussion, and J. C. Hyslop is the author of a paper bearing the title. He asks if it can be a fact that in the United States pharmacists have been of so genuine a character and pharmacy of such pure repute that the dangers looming before the vision of her loyal alumni are simply a declension from their high estate to the low level of common tradesmen. The question long presenting itself for answer in the Old World is of the reverse order—How long must it be ere the pharmacist throws aside his earthiness and trade disgrace and becomes revealed in something like his true artistic character? The author believes that this question is still vital, and Mr. Seabury's interrogation is put aside for the following question: Shall the retail druggist and general shopkeeper who has passed his qualifying examination in pharmacy keep to a shifting trade and sink to a lower depth, or cultivate his pharmacy—small and tender though the plant may be—rise in popular estimation, and become a credit to his proper avocation? Mr. Hyslop warns the retail druggist not to allow the true vitality of his avocation to be incumbered by trade interest, discredited by associations of quackery. The time is full of promise for the diligent and the honest worker. There is already to be seen a more cordial rapprochement between prescriber and dispenser. "Pharmacy for the pharmacist" is now to be the leading watchword.

*Arsenic, Its Veterinary Uses.* By "Centaur."—The author states that there is no animal of the farm for which arsenic may not be prescribed, either for internal or external use. Arsenic occupies a unique place in the treatment of diseases of animals. The dose of arsenic for a horse is stated as from 5 to 10 grains. A large portion of the article is devoted to the subject of poisonous doses. With regard to the medicinal uses of arsenic in connection with animals, it is stated that the drug has a particular influence upon the blood and the lymphatic system in certain diseases. Together with the sulphates of copper and iron and antimony, whole teams of glandered horses were formerly kept at work. Farcy can be controlled by it. As an internal remedy for skin diseases arsenic is valuable. It is best given in the form of Fowler's solution in doses of from 4 to 10 drachms for horses, the solution being simply poured over the meal. The various other medicinal uses of arsenic in veterinary medicine are touched upon briefly.

*Digitalis Chemistry.* By A. R. L. Dohme.—This is a reprint of an article in the *Druggists' Circular* for January, 1901, which was fully abstracted in the *AMERICAN DRUGGIST* for January 14, page 11.

*Liquor Thyroidei, B. P., 1898.* By "Galen."—The preparation of this solution by the pharmacist is outlined. The only new pieces of apparatus that he requires are a board about 2 feet by 1½ feet, preferably made of some hard wood, and a knife with a pointed blade and a metal handle. Before using the board should be thoroughly cleansed by scrubbing it with soap and hot water, afterward pouring boiling water over it and allowing it to drain; the mortar and pestle should be treated in the same manner, the knife and calico should be well boiled and the hands and arms of the operator well washed and sterilized with a 5 per cent. solution of carbolic acid. The

glands should be secured in a wide-mouthed bottle filled with 0.5 per cent. solution of carbolic acid immediately after they are removed from the sheep. Do not carefully remove every particle of fat and other tissue before cutting the gland, as much time will be wasted on account of the number of glands which have to be rejected after having been carefully trimmed because they contain cysts. Roughly trim off the greater part of the tissue, and slice the lobe longitudinally with the knife, when any cyst will be at once detected. It is impossible to give any figure as to the average percentage of glands which are useless, sometimes as many as 50 per cent. will contain cysts. The pale yellow substance contained in a cyst is not pus but a fatty substance, so no repugnance need be felt by the manipulator on that score. When the glands have been freed from adherent tissue they should be sliced on the board and pounded in a mortar. If much of the liquor be made at one time labor may be saved by the use of a mincing machine. "Galen" leaves us here, but the process can be completed by reference to the British Pharmacopœia.

*The Eye.* By James Fothergill, Ph.C.—In this paper the anatomy and physiology of the eye are described, together with the visual and refractive system. Articles of an identical character have been published at various times in the *AMERICAN DRUGGIST* during the past six months.

*Veterinary Diagnosis.* By "Centaur" (continued).—The manner in which animals take food, the occurrence of dental troubles, infectious and scheduled maladies in horses and cattle, and mouth troubles in dogs and cats are considered in this article.

#### Chemist and Druggist, May 25.

*Causes of Instability in Ethyl Nitrite Solutions.* By T. F. Harvey, Ph.C.—The author has endeavored to separate and define the effect of each of the agencies of depreciation in strength of spt. æth. nith., and he gives an extended account of his experiments. He distinguishes three different causes of loss in strength of alcoholic solutions of ethyl nitrite.

1st. Simple volatilization, chiefly into the air space of a partially filled bottle. The partially filled bottle determines far more loss than the occasional removal from a full bottle of the cork or stopper for a few seconds. Heat, of course, accentuates it.

2d. The decomposition, with breaking down of the molecule, caused by daylight. This action is very intense, but can be almost entirely prevented by using bottles of amber-colored glass—blue or green is useless.

3d. The decomposition which ensues in the presence of oxygen (light being excluded), and which appears to be connected with hydrolysis.

*A Visit to the Cinchona Plantations in Madras.* By F. L. Seely.—This is an interesting and profusely illustrated account of the visit of F. L. Seely, of the Paris Medicine Co., St. Louis, to the Madras government cinchona plantations and laboratories at Nedivattam. In addition to cinchona cultivation and quinine making, Mr. Seely saw a number of European drugs cultivated in Madras, including fine beds of digitalis and jalap.

*The Paris Municipal and Bacteriological Laboratory.*—This is a very readable description of an important branch of the Paris municipal service, and it is illustrated with well executed line drawings of the different laboratories, together with sketches of apparatus.

*Pharmaceutische Zeitung*, February 23 and 27.

**The Synthetic Preparation of Camphor.**—A so-called artificial camphor has been for a long time known in terpene hydrochloride  $C_{10}H_{16}HCl$ , which is prepared by leading dry HCl gas into turpentine at very low temperature. In 1896 Richardson obtained a patent for a synthetic camphor. He treats the terpene hydrochloride with an alkali, or an alkaline earth, in such proportions that a hydrochlorate of the alkali is formed, and the camphene which is set free is oxidized by the air or by oxygen. The same result may also be obtained by subjecting terpene hydrochloride to electrolysis. The crude crystals which are thus obtained are washed with a saturated alcoholic solution of the same substance, dried, and compressed into a solid mass, which may be used in the manufacture of celluloid, etc. The uncrystallizable oil which remains may be used as a solvent for rubber, resins, etc.; in combination with sulphur as a vulcanizer of rubber; as oxydizing agent for oils, for medicinal and antiseptic purposes, etc. A French patent describes the following process, which is simpler: The method is founded on the action of the terpene upon such substances as can give up a COOH group to the molecule of terpene, forming ether-like derivatives which by oxidation can be converted into camphor. If five parts of turpentine, free from water, are mixed with one part of dry oxalic acid and the mixture is heated to a temperature below the boiling point of turpentine, a mixture of camphor and of borneol is formed. These are then separated from any impurities that may be present by means of a stream of steam, and the borneol is also oxidized to form camphor by means of potassium bichromate and sulphuric acid. Borneol then can be changed to camphor by the addition of one atom of oxygen and by the subtraction of one molecule of water.

**A Simple Saccharimeter for the Fermentation Test.** By Dr. Paul Hamberger.—The author experimented with various fluids, and found that mercury is the best fluid for use in the saccharimeter—i. e., to be displaced by the carbonic acid gas as it forms as the result of fermentation. He found that the carbonic acid gas formed by 0.1 of sugar may displace 2.8 Cc. of mercury in a column of 100 Cc. if acting at 34 or 36 degrees C. for two hours, after deducting the elasticity of the mercury and 18 Gms. of watery fluid. The apparatus may be made by any pharmacist without much trouble. It consists of a wide-mouthed bottle holding 25 Cc., a long high bottle being preferred, and of a glass tube 0.6 Cc. wide and 30 Cm. long, closed at one end. Into this tube 5.8 Cc. of water are poured, and the column of liquid is divided into twenty parts with a file. Every division corresponds to 0.1 of sugar. The divisions may also be made on a card and the card affixed to the tube. A well-fitting, paraffined cork, perforated for the passage of the glass tube, or a rubber stopper of proper size and similarly perforated, is then provided for the bottle. The cork or stopper must fit so that no  $CO_2$  is lost. A thin-walled water-bath, which may be made out of a tin can; a thermometer reading to 50 degrees C.; a spirit lamp or a Bunsen burner, and 100 Cc. of mercury complete the outfit. First the sample of urine is tested qualitatively, so as to see whether much sugar is present. If so, the urine is to be diluted with nine times its volume of water. One hundred Gms. of mercury are weighed in the bottle, and the level of the metal marked on the side of the container. Ten Cc. of the urine, or of the solution to be tested, are mixed with a little finely divided yeast, and the mixture is placed in the bottle, the latter being filled up with water. The temperature of these fluids should be about 15 degrees C. The glass tube passing through the cork is now closed with the finger at its upper

end and dipped into the mercury with its lower end. By closing the upper end the entrance of the fluid to be tested into the tube is prevented. The cork is now pressed in tightly until the mercury shows above it. If the level of the mercury is not stationary, there is leakage through the cork. The level of the mercury is marked and the apparatus is brought into the water-bath until the thermometer shows 35 degrees C. The result is read off after two hours, the temperature having been kept constant in the meanwhile. Every division corresponds to 0.01 Gm. of sugar with 10 Cc. of urine, and 0.1 Gm. of sugar with 100 Cc. of urine.

*Pharmaceutische Centralhalle*, March 7 and 21.

**Determination of Hardness in Water.** By M. Pleissner.—The methods for determining the degree of hardness of water which have been heretofore in vogue are inconvenient because they require large quantities of water, and because with these methods the calculation of the hardness can only be made by the aid of a table. The author found that, with a certain amount of practice, accurate results can also be obtained with concentrated soap solutions, only the solutions must be so selected that every cubic centimeter of solution employed upon a hundred cubic centimeters of water means one degree of hardness, according to the German scale. (At present the various methods assume that one degree of hardness, German scale, is equivalent to 45 Cc. of soap solution, meaning that in 100,000 parts of water there were twelve times one part of calcium oxide, or an equivalent quantity of  $MgO$ ). As the author's experiments have shown, the best results with the modified methods are obtained in the presence of from one to twenty degrees of hardness. The soap solution is prepared by dissolving 20 Gms. of best Marseilles soap in dilute alcohol, making a liter of solution. This solution is then compared with a solution of barium chloride, 0.436 Gms. to the liter, of which 100 Cc. correspond to ten degrees of hardness of the German scale, or to 0.01 Gm.  $CaO$ . One hundred Cc. of the soap solution should give a lather that remains standing for five minutes. These five minutes must be strictly observed, for in the presence of magnesium the lather forms more quickly and mistakes are apt to be made. The method is not applicable to water having more than twenty degrees of hardness. Such water should be so diluted that about 10 Cc. are necessary to form a lather, the dilution always being made with distilled water. If  $n$  be the amount of soap solution used in testing, and  $x$  the hardness in German degrees, then  $n = x + 1 - \frac{x}{10}$ , or  $x = \frac{10n - 10}{9}$ .

In this way the hardness can be calculated.

**A Ferric Saccharate Free from Alkali.** By Herr Utz, Military Pharmacist.—The author discusses the various formulæ that have been suggested in order to prepare a saccharated ferric oxide without alkalies, and concludes that such a preparation is practically impossible, as he has tried the various methods, and never has obtained a saccharate perfectly free from alkali. The nearest solution of the problem is that of Unger, who combines the alkali with tartaric acid, and thus prevents its action in the stomach. [The subject of alkali-free ferric saccharate has occupied writers in the German pharmaceutical press because this preparation is a constituent of *Tinctura Ferri Composita* patented by Altenstaedt.—Ed.].

**Tests for Sterilized and Unsterilized Milk.** By Herr Utz, Military Pharmacist.—The author describes the various methods of distinguishing sterilized milk from unsterilized, and gives the result of certain experiments, with the following method recommended by Schaffer (*Schweiz. Wochenschr. f. Chem. u. Pharm.*, 1900, 15): To 10 Cc. of



milk one drop of a 0.2 per cent. solution of hydrogen peroxide, and two drops of a 2 per cent. solution of paraphenyldiamine are added, and the mixture is well shaken. Unsterilized milk turns blue at once. The reaction is especially marked in skimmed milk, while cream gives a rather grayish blue, and whey a violet color. Sour milk must first be neutralized with lime-water. The author found that the peroxide could be substituted by turpentine, or by carbolic acid. Small amounts of formalin delay the reaction; larger amounts make the reaction impossible. On heating the milk to 70 degrees C. the reaction still takes place; on heating to 80 degrees C. it is weak, and on heating for a short time to 90 degrees it no longer appears. The author further found that some constituent of whey gave his reaction, but he could not determine which one.

*Pharmaceutische Post*, March 3 to 31.

*An Attempt to Determine the Value of Senna and Other Drugs that Contain Oxymethylantraquinone.* By A. Tschirch and E. Hiepe.—The authors used the following process in order to estimate quantitatively the amount of substances that give a reaction for oxymethylantraquinone: Half a gram of the finely cut drug was boiled for five minutes in 50 Cc. of alcoholic potassium hydroxide solution, filtered, and the residue again boiled with 50 Cc. of the same solution. The second time the drug changed color only slightly, and therefore may be regarded as exhausted. The filtrates were now acidified with 20 Cc. of dilute hydrochloric acid and shaken with 100 Cc. of ether. The shaking with ether was then repeated with another 100 Cc. of ether, and this ether gave only a weak reaction for oxymethylantraquinone, showing that all the bodies containing this substance had been extracted from the drug at the second shaking with ether. The combined ethereal extracts were shaken twice each time with 100 Cc. of dilute ammonia, the latter taking up all the oxymethylantraquinone. This ammoniacal solution was now brought up to half a liter in a graduate. In this manner the authors treated a number of drugs, including Alexandria, and other varieties of senna, senna fruit, buckthorn bark, cascara sagrada, rhubarb and aloes. Normal solutions of these drugs were examined spectroscopically in an apparatus devised by Tschirch and compared with a normal solution of aloë-emodin, 0.01 to 500—aloë-emodin being considered equivalent to senna-emodin. The spectrum of normal emodin solutions was found to be identical with that described for oxymethylantraquinone. By comparing the thickness of the layer of drug solution which had to be used in the spectroscope in order to produce the picture shown by the standard or normal solution with the known percentage of the latter, the percentages of oxymethylantraquinone in the various drugs were obtained. The authors found that this constituent was most abundantly present in buckthorn and in rhubarb and in the fruits of senna—a result directly opposite to the statements usually found in the text-books. The fruit is regarded as least efficient, and therefore is no longer official in most Pharmacopœias. Of the senna leaves the Alexandria and Tripolis varieties contain the largest, while Tinevely contains the smallest amount of oxymethylantraquinone. The figures given are provisional only, as these drugs contain other derivatives of oxymethylantraquinone besides emodin.

*The Seat and Distribution of the Alkaloids in Veratrum Album.* By Dr. Carl Rundquist.—The author found that the alkaloids were only present in the starchy parenchyma cells of the rhizome and rootlets of veratrum viride. The alkaloids are particularly abundant in the cells which adjoin the endoderm cells, the latter being

free from alkaloids. In the cells of the central cylinder and in the epidermis and in the cellmembranes generally the alkaloids were absent. The alkaloids were most abundant in the older parts of the root and decreased toward the point. In the stem the distribution of the alkaloids is analogous to that in the rhizome. The leaves and the bulb scales contain less alkaloids than any other parts of the plant. It is probable that the alkaloids are products of a reaction which takes place in the leaves. The tests used in this investigation were those recommended by E. Borcow (*Botan. Zeitung*, 1874, page 38).

*The Quantitative Estimation of Free Phosphorus in Oily Solutions.* By Dr. Adolf Fraenkel.—The author found that a solution of phosphorus in oil of sweet almonds lost 25.7 per cent. of phosphorus in seventeen days, the cork being removed daily and the bottle shaken for a minute to simulate the conditions where such a solution is used in prescription work. Phosphorated cod liver oil, according to the author, loses 10.9 per cent. of its phosphorus in eight days. A bottle left standing in the dark and well stoppered lost 72.9 per cent. of its phosphorus contents in a little over a month. Kassowitz has recently stated that a bottle of phosphorated cod liver oil, which had been standing on the shelf for fourteen years, was found to have lost all its phosphorus!

*On the Positive Results of the Phenylhydrazin Test in the Absence of Sugar.* By Dr. Adolf Jolles.—It has been known for some time, and has recently been confirmed by the experiments of Paul Meyers, that in normal urine the glycuronic acids can produce products of decomposition which give rise to a crystalline combination with phenylhydrazine that resembles glycozason very closely. This decomposition of the glycuronic acids takes place even on heating on the water-bath or on the addition of acetic acid. Although easily decomposable compounds of glycuronic acids do not often occur in normal urine, yet in the presence of other chemical substances, such as certain drugs, e. g., menthol, the glycuronic acid may combine to a mentholglycuronic acid, and thus give rise to a deception with the phenylhydrazine test for sugar. Jolles has also found that urines that are rich in nuclealbumins may give positive results with this test under certain conditions, while the fermentation test, of course, is negative. If the nuclealbumins are removed by nitric acid and filtration the phenylhydrazine test is negative. Similar results were obtained by the author with urine rich in albumin, and the test was negative when the albumin was precipitated. The phenylhydrazine test should therefore only be performed upon urines that have been deprived of all traces of albumin.

*The Anatomy of Berberis Aristata, D. C., as Compared to that of Other Berberideæ.* By Dr. Wilhelm Mitlacher.

*The New Edition of the Austrian Pharmacopœia.*—A Report of the Silesian Apotheker Gremium, compiled by Gustav Hell.

*Repertoire de Pharmacie*, March 10.

*Difficulties in the Quantitative Estimation of Glucose in Patients Who Had Been Taking Methylene Blue.* By M. G. Patein. The author had occasion to examine such a urine, and tried to decolorize it by means of lead subacetate and lead acetate, but on filtration he obtained a dark-blue liquid. Thus Fehling's test was impracticable, and the saccharimeter test could not be made because the rays of light would not penetrate the column of blue liquid. He then decolorized the urine with the test solution of acid mercuric nitrate, and obtained a perfectly clear, colorless liquid. Lead subacetate and acetate precipitate the yellow coloring matter of the urine, but not

the methylene blue, and thus the green color of the urine of patients who have taken methylene blue is changed to a deep blue.

**Sucramine, a New Sweetening Agent.** By M. J. Belier.—This substance has been placed on the market by a chemical firm under the name of *sucramine* or "*sucre de Lyon*." It is easily soluble in water, insoluble in alcohol, ether, etc., neutral in reaction, leaves no residue on combustion in air, and is supposed to be seven hundred times as sweet as sugar. The author found that sucramine presents all the chemical characteristics of saccharine, except as regards solubility. This indicates that sucramine is a salt of saccharine. Yet, as it leaves no residue on calcination, the base is not a fixed one. On boiling an aqueous solution of sucramine with magnesia a great deal of ammonia is given off, and sucramine is therefore probably the ammonia salt of saccharine. The manufacturers also offer what they call "*sucre double sucraminé*" (double sucramined sugar) in pieces of 1 Gm. each, equivalent to a lump of sugar weighing 5 Gms., and whose power of sweetening is ten times that of sugar. The author found this compound to be ordinary sugar with the addition of two per cent. of the ammonium salt of saccharine.

**Two New Principles Extracted from the Root of *Cynoglossum Officinale*.** By M. Vournazos.—The powdered root of this plant has been used in the treatment of cancer. The plant, *Cynoglossum officinale*, N. O. Boraginæ, grows in the southern provinces of the Peloponnesus, and the author found that it contains an alkaloid, cynoglosseine. This substance occurs in small prismatic crystals, which are colorless, odorless, of an acrid taste, melt at 115 degrees C., are very soluble in water, moderately in alcohol, and almost insoluble in ether. The reaction of cynoglosseine is slightly alkaline, and it bends polarized light to the right. The author did not determine definitely the formula of cynoglosseine, but his analyses showed that it contained C, 64.11; H, 7.55; N, 9.04; O, 18.65. The root contains from  $2\frac{1}{2}$  to 3 per cent. of cynoglosseine. A second principle, *cynoglossidin*, was found by the author in the residue of the powder from which the alkaloid cynoglosseine had been extracted. This second principle occurs as a brownish crystalline powder, odorless, very bitter, soluble in all proportions in ether, alcohol, and chloroform, melts at 138 degrees, and is inactive in polarized light. It is soluble in soda and potash, and forms salts of cynoglossidinic acid, which may be characterized as a stereo-isomere of phenylhydracrylic acid,  $C_9H_9O_3$ . It does not possess any characteristic reaction. Cynoglossidine is present in larger quantities in the root than cynoglosseine, and seems to constitute the chief active principle of the root.

**A New Method of Preparing Certain Ointments.** By M. Ed. Crouzel.—**Sulphur ointment:** The changes which take place in this ointment are the result of the action of the oxygen of the air and of the sulphur on the lard. The author recommends that a solution of sulphur in carbon disulphide be prepared (saturated and titrated). A quantity of petrolatum is then placed in an agate capsule, which is set into water that had been previously heated up to the boiling point and taken off the fire. The sulphur solution is now added, and the mixture is shaken until all traces of carbon disulphide disappear, then cooled. This ointment is perfectly homogeneous, and keeps well. The only objection is the odor of carbon disulphide, and that is obviated by the addition of a few drops of oil of peppermint, and by the arrangement of ventilation during the preparation. **Camphor ointment:** At present heat is employed in dissolving camphor and lard is used as a base. It would be better to use an inalterable base like petro-

latum, and to use benzol in the same manner as carbon disulphide is used in the preparation of sulphur ointment as described above. The ointment thus obtained is perfectly homogeneous and permanent.

*Bollettino Chimico Farmaceutico, March (Second fascicle).*

**A Contribution to the Chemistry and Toxicology of Bromoform and Bromal.** By D. Vitali.—The author had studied the methods of separation of chloroform and chloral in cases of suspected poisoning with these drugs, and found a new process which facilitates these analyses. He attempts to apply this process to the determination of bromoform and of bromal. A number of cases of poisoning have been recorded against bromoform. The acidified material to be examined is first distilled, and the distillate treated with a stream of pure hydrogen, the flame of this gas is then intercepted by a net of brass and an intense bluish green color will appear in this flame, if there is a trace of chloroform in the material examined. If bromoform be present the color of the flame is intensely blue. The product of combustion of this hydrogen flame is then collected in a solution of ammonia, giving the latter a bluish color, and causing it to become turbid on addition of nitric acid and silver nitrate (presence of silver bromide). If this jet of hydrogen, bearing the bromoform vapor, be passed over a mixture containing solid potash and thymol a violet color is obtained. If it be passed through a mixture of an alcoholic solution of potassium hydroxide containing a little aniline, the characteristic odor of izobenzonitrite is obtained. Bromal hydrate, the analogue of chloral hydrate, is but rarely used in medicine, but cases of poisoning have been recorded. This drug is tested for in the same manner as chloral hydrate, employing the same apparatus. The acidified material is distilled, and the distillate treated with a few drops of ammonium sulphide, whereupon a reddish color is obtained. A sufficient quantity of potassium hydroxide solution is now added, in order to render the distillate alkaline, and the product is tested for bromoform in the manner described above.

### What a Carat Weighs.

At a recent meeting of the Philadelphia College of Pharmacy an interesting note was furnished by W. E. Ridenour on the value of the carat as expressed in the metric system. He said that some time ago he was called upon to weigh a diamond and to state the weight in jeweler's terms, carats and fractions. It was necessary to find the equivalent in the metric system, as his weights were of the latter, and in looking the matter up found the following clipping from the *Mining and Scientific Press*, October 27, 1900: "The weight by which diamonds and precious stones are calculated is: 4 grains = 1 carat;  $157\frac{1}{2}$  carats = 1 ounce, Troy. A fine diamond, perfectly white and pure, weighing 1 carat is worth \$100; 2 carats, \$400; 4 carats, \$1,100; 5 carats, \$1,750.

The diamond weighed .327 gramme, and, according to the above data, he reported its weight to be  $1\frac{1}{4}$  carats. His report was made in the presence of the diamond salesman, who became indignant, as he had claimed the weight to be 1 carat  $\frac{1}{2}$  — 1-16 and 1-32. The diamond was subsequently taken to several jewelers and the weight of 1 carat  $\frac{1}{2}$  — 1-16 and 1-32 was verified in each case. Mr. Ridenour then weighed several 1 carat weights and found them all to weigh .205 gramme, being .055 gramme lighter than stated in the *Mining and Scientific Press*. This was subsequently confirmed by Henry Troemner, Philadelphia; so therefore 1 carat = .205 gramme = 3 2-13 grains.

## Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

**Hoff's Consumption Cure.**—O. R. incloses a clipping from a newspaper giving the formula for Hoff's Consumption Cure. He says he had been called upon to compound the mixture, but not having some of the ingredients in stock, he sent it to a large drug store in Syracuse, from which it was returned unfilled with the comment, "We find the arsenic is not soluble in the liquids; the prescription is one of those fake receipts which the less you have to do with the better."

This is the same prescription which received attention in the *AMERICAN DRUGGIST* for December 24, 1900, on page 380, in which it was shown that a mistake had been made in placing the decimal in the amount of water ordered. The newspaper receipt calls for water Gm. 0.5, where Gm. 5.00 was originally ordered. The prescription is not in the "fake" class exactly, but was published in good faith by Professor Hoff, of Vienna, and it is not the professor's fault that the sensational newspapers have taken it up and exploited it as a cure for phthisis. Our correspondent is referred to our previous note on this subject.

**Benzoic Acid in Aqueous Mixture.**—O. R. submits the following prescription, and asks how he may dispense it in clear solution:

Benzoic acid ..... 3i  
Aqua wintergreen, q. s. ad. .... 5viij

M.

Benzoic acid is only sparingly soluble in water. The prescriber may be aware of this, and intends it to be held in suspension in the wintergreen water. If so, the acid should be rubbed down to a very fine powder before mixing it with the water. If it is desired to send it out as a clear solution, this may be effected by the addition of a little alcohol, or it may be converted into a benzoate by the careful addition of an alkali. Sodium borate is frequently used for facilitating solution, and physicians who are aware of the properties of the acid usually prescribe the two in combination. The addition of 3 drachms of sodium borate to the prescription under consideration will produce a clear solution, but this should not be done without the consent of the prescriber.

**Fur Dye with Hydrogen Dioxide as a Mordant.**—J. C. M., who asks us to name a two-bottle fur dye, one of the ingredients of which he believes to be hydrogen dioxide, asks if we can suggest a formula. In explanation, he writes: "I obtained two bottles of liquid dye from a fur dealer, who used it to dye furs black. From its appearance I surmised that one of the liquids was hydrogen dioxide. I examined it, applying different tests, and found my surmise was correct, as the liquid proved to be  $H_2O_2$ . I applied the liquid in the other bottle (which resembles tincture of cochineal in color) to a muskrat skin, and when the skin was dry treated it with hydrogen dioxide, which produced a beautiful black color. If the order of application is reversed, the hydrogen dioxide being applied first and the other liquid afterward, the result is a dirty gray color. The second dark liquid seems to be of vegetable origin, as it is precipitated by tincture of iron chloride."

We are sorry we are unable to place a formula for dyeing furs of which hydrogen dioxide forms a part; and without examining the liquids it is difficult to give a satisfactory reply. The liquid in the second bottle may consist of a solution of silver nitrate and copper sulphate, but this is, of course, merely a guess on our part.

**The Precipitation in Quinine and Iron Mixtures.**—J. L. has observed that when quinine sulphate is dissolved in tincture of ferric chloride a clear solution is formed at first, but on standing for a few hours a precipitate is thrown down. He asks the nature of this precipitate.

This incompatibility is well known, and an examination of the precipitate indicates that it is composed of ferric hydrate, presumably formed through interaction between the quinine sulphate and the hydrochloric acid of the tincture, which changes the ferric chloride into a less soluble salt, which is thrown out and eventually oxidized into ferric hydrate. If a little hydrochloric acid be added before the quinine is mixed with the tincture the solution remains clear, except where the proportion of quinine sulphate is quite large, in which case prismatic crystals are eventually deposited; but if formed they dissolve readily on the addition of water. If this incompatibility is called to the attention of the physician he will no doubt sanction the addition of hydrochloric acid and of water, making the necessary increase in the dose to provide for the dilution.

**An Excessive Dose.**—W. H. K. submits the following prescription for comment. He writes: "I declined to fill this prescription, and have incurred the displeasure of the physician who wrote it, who is now using my declination against my reputation as a druggist. The prescription was intended for a child about 12 years old:"

Tinct. nux vomica ..... 3xiij  
Alolin ..... grs. iv  
Elix Lactopept., q. s. .... 5vi

M. Sig.: Two (2) teaspoonfuls after each meal.

The dose of tincture of nux vomica prescribed here for a child 12 years old is 30 minims, which at first glance seems excessive, and our correspondent was perhaps justified in declining to assume the responsibility of filling it. He should have asked for time and consulted the physician before absolutely refusing to dispense the prescription. The physician may have had good reasons for ordering so large a dose, and would doubtless have been glad to explain if called upon.

**Texas Petroleum.**—S. B. C.—We regret our inability to give any analytical data regarding the petroleum of the newly discovered Texas and California oil fields. Recent investigations by Professor Mabery show that the Texas oil is of a heavy specific gravity, and contains considerable sulphur, with a bitumen base. Bitumen is left as a residue after the distillation of the oil, instead of paraffine, as is the case with the Pennsylvania oils. Aside from a certain value that the oil possesses as a fuel in its crude state, little has been determined regarding its availability as a source of light or as a lubricant.

**To Desilver Knives and Forks.**—F. S. H. asks us to name the chemicals used in stripping the worn silver from knives and forks, so as to prepare the articles for replating.

The mixture used in the plating shops consists of commercial sulphuric acid, to which about 5 per cent. of potassium nitrate has been added. The mixture is heated to a temperature of 212 F. in an iron vessel, and the articles to be desilvered are placed in a sheet iron basket and lowered into the mixture, the whole being agitated at intervals until the desilvering process is complete, when the basket

is removed from the acid bath and its contents thoroughly washed in running water. For the recovery of the silver left behind in the acid bath the acid mixture is diluted with water and sodium chloride added in handfuls until a precipitate is no longer thrown down. The silver chloride thus formed may be reduced to the metallic state by fusing it in a capacious crucible with an equal quantity of potassium carbonate until effervescence has ceased and the silver is deposited as a metallic button.

**"Mistura Oleosa."**—N. L. has had a prescription calling for "mistura oleosa" as one of the ingredients, and he has failed to find a preparation of this name in any of the manuals of pharmacy within his reach.

This is evidently the incomplete title of the *Mistura Oleoso-balsamica* of the German Pharmacopœia, which is to be found in the National Formulary under the title *Mistura Oleo-balsamica*. The formula is:

Oil of lavender.....	3ss
Oil of thyme.....	3ss
Oil of lemon.....	3ss
Oil of mace.....	3ss
Oil of orange flowers.....	3ss
Oil of cloves.....	m xxv
Oil of cinnamon.....	m xxv
Balsam of Peru.....	m lxxx
Alcohol enough to make.....	fl. 3xvi

Dissolve the oils and the balsam of Peru in the alcohol, let the solution stand a few days with occasional agitation, and then filter through paper, damped with alcohol and sprinkled with Fuller's earth.

**The Oil in T. M. Blacking.**—H. C. S.—We regret our inability to name the oil which is used in the manufacture of T. M. blacking. Spermin and cod liver oils are common ingredients of blacking, but as you say the oil which was separated was soluble in alcohol, this would seem to exclude the oils named. We think it likely that the oily ingredient will prove to be oleic acid, which is an ingredient of a number of blackings.

**Grocers' Essence of Jamaica Ginger.**—J. B.—We do not know the formula followed in the manufacture of the cheap essence of ginger sold by grocers. The menstruum is generally supposed to be methyl alcohol, and the stuff is fortified with capsicum. A superior essence of ginger for culinary purposes may be made as follows:

Jamaica ginger, sliced and bruised.....	oz. 4½
Alcohol.....	oz. 14
White sugar.....	oz. 3½
Cardamom seed, crushed.....	dr. 2
Macerate one month and filter.	

See also article on "Soluble Extracts of Ginger Ale" in AMERICAN DRUGGIST for May 13, page 251.

**Botanical Ready Reference Book.**—J. H.—In naming in our last issue a reference book of botanical and common names of vegetable drugs we inadvertently omitted mention of Dr. Lyon's excellent work on "Plant Names, Scientific and Popular," which gives the correct botanical name in accordance with the reformed nomenclature, together with botanical and popular synonyms and vernacular German, French and Spanish names. It is published by Nelson, Baker & Co., Detroit, Mich.

#### Always Pleased to Receive It.

I am pleased with the improvement in appearance of the DRUGGIST as well as with the quality of its contents. I am always pleased to receive it.  
JOS. TAYLOR.  
Portage la Prairie, Man.

#### Mr. Manning's Department.

The ad department of the AMERICAN DRUGGIST is worth the subscription price to any druggist.  
W. S. BRANCH.  
Parker, S. D., June 17, 1901.

## BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

### SAME OLD STORY.

THOSE who are closely identified with advertising are constantly bumping up against certain facts. They are apt to appear with increasing frequency as time goes by. These are the fundamental truths of the art, the things one can grasp firmly and say "I know." The thing that always grows upon the experienced advertising man is the value of keeping at it. This truth is apt to dwarf all others, it looms up to an extent that makes it

### "Get It at Rowliniski's" "Get It at Rowliniski's"

Maybe it's only a capsule of calomel and soda—but we are painstaking and thorough. A chemically pure calomel and a highly refined soda are used, thoroughly mixed and dispensed in a perfectly soluble capsule. It's one of the things we do better than most druggists.

**ROWLINISKI, Pharmacist,**

Broughton and Drayton streets.  
Either telephone 46.

#### CUT RATE PATENT MEDICINES

### "Get It at Rowliniski's"

Now about that Compound Talcum Powder. We have sold nearly half of the hundred weight we made up, and we want to sell it all, and more too. We want everybody to try it, for it's just the best thing of its kind—rightly medicated and a delicate odor of violet-orris. Sometimes we think we are too lavish in the ingredients of this powder, and then a customer comes in and tells us how good it is and we keep right on being lavish. It cures and relieves heat and rash—it's good for you and good for the baby. Only 50c the pound. One of the things we make better than most druggists.

**ROWLINISKI, Pharmacist,**  
Cor. Broughton and Drayton sts.  
Either telephone 46.

#### CUT RATE PATENT MEDICINES.

The Prize Advertisements.

### "Get It at Rowliniski's"

It's a little liver pill to-day. One of those happy combinations of just the right liver stimulants (vegetable purity), skillfully combined with choice aromatics to modify the action—they don't pain or gripe, cure biliousness and constipation, mild in action, yet certain in effect. We call them FATHER JOHN'S STOMACH, BILE AND KIDNEY PILLS—each the bottle of 40 pills.

We want you to try them for it's one of the things we make better than most druggists.

**ROWLINISKI, Pharmacist,**  
Broughton and Drayton streets.  
Either telephone 46.

#### CUT RATE PATENT MEDICINES.

### "Get It at Rowliniski's"

To-day it's a Plaster, and right here we want to say that it is the best and most expensive pain relieving plaster made.

**Father John's Plaster.**

Infallible in all pains and aches! Ask any user Price 25 cents. It's one of the things we make better than most druggists.

**ROWLINISKI, Pharmacist,**

Broughton and Drayton streets.  
Either telephone 46.

#### CUT RATE PATENT MEDICINES.

seem like the whole thing at times. And as that is the very thing in which most druggists fail, it cannot be mentioned too often or emphasized too strongly. It ought to be drilled into every retail advertiser until it haunts him. I have recently had occasion to get a report from about ninety druggists who have been doing very persistent advertising for about fifteen months.

Some of these had advertised spasmodically for years before, some had advertised little or none, some had entered upon the experiment with little or no faith, but determined to give the thing a trial. Now out of these ninety people eighty-eight report that they were thoroughly satisfied with the results of their work, that they had received definite returns, and should keep it up.

This is a notable showing; it is as nearly unanimous as anything ever in this world. It is another and conclusive proof of the results of hammering away. In the many years that I have been observing advertising and among the hundreds of cases that have come under my attention I do not recall a dozen instances where any man who did good advertising and who kept it up a year was willing to quit. If these experiences do not accord with those of some of the readers of this department I suggest that they tell us about it. If sufficient details are submitted, it is quite probable that the cause of failure can be pointed out.

#### The Prize Advertisement.

*The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Robt. A. Rowinski, Savannah, Ga.*

#### CRITICISM AND COMMENT.

The pet phrase of Mr. Rowinski, to whom the prize for this issue is awarded, seems to be "One of the things we make better than most druggists." The reiteration of something of this kind is a very good thing. It may be somewhat irritating to his fellow druggists to be jabbed in this fashion, and for that reason a better might be chosen. But much credit is due this advertiser for his appreciation of the principle and constant employment of it.

Now, if Mr. Rowinski will make some slight changes in the setting of his ads he will also do advertising better than most druggists. It is, I am quite sure, a mistake to use the single heading of "Get it at Rowinski's." That catch line would be no less effective if subordinated to a heading descriptive of the goods advertised. It would be a good plan to have this catchline engraved and reduced to about half its present height, then cut it off from the ad proper by a light rule, putting below the rule a heading which would call attention to the goods advertised. At present all the ads look alike and one has to read them to find out what they are about. This is requiring more of the public than is justified, and is expecting more than will be realized. Many people will pass these ads who would be attracted by a suitable heading. The argument in these ads is first-class, it would be hard to improve it, and it should have a better show than it gets under the present arrangement.

#### OUR PRIZE PUPIL.

H. F. Ruhl submits a fine batch of ads some of which are new, others variations of old ones, but all first-class. It is not worth while to give further criticism of this advertiser's work, because it almost invariably conforms to the essential rules for good advertising. Some of these ads will probably be available for reproduction later. If there are people anywhere doing as good advertising as this who do not get adequate returns from their work, there is something vitally wrong with the community and they had better move.

#### THIS KIND SELLS GOODS.

**FORMALINE FOR SMUT IN OATS:** This new chemical is fast superseding bluestone as a preventative of smut in oats. It gives better results. It saves time and labor. It is much cheaper. A 25c bottle is sufficient for 30 bushels of oats; a 75c bottle for 108 bushels. It is recommended by Supt. McKay of the Experimental Farm at Indian Head, and by Supt. Bradford of the Experimental Farm at Brandon, and is now almost universally used by the farmers of Manitoba.

The above ad, with several others, was sent in by R. B. Taylor, Grenfel, N. W. T. It is the kind of an ad that anybody can write and the kind that nobody can well improve upon. It is a straight item of business news, valuable to the reader and apt to be profitable to the advertiser. It is a type of hundreds of others that could be evolved out of the every day business of any drug store. No attempt has been made to indicate the original display of this ad, which was satisfactory. All of the ads sent were excellent. The only criticism is that the ads were rather crowded and that still bolder headings would have been advisable. This advertiser need not be afraid to use space freely, because he has something to say worth while.

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#### What They Say,

##### HENDERSON'S FURNITURE VARNISH.

A pint bottle and brush for 25 cents. We sold several hundred bottles last year. Try a bottle, and if you do not like it, come back with empty bottle and we will refund your money.

**FREE** (to advertise)—2,000 elegant Pan-American SOUVENIR STICK PINS mailed free (one to each address); send 10 cents for package of Sengstacken's Pain Cure and get Souvenir absolutely free; big chance. SENGSTACKEN & HASTINGS, Pharmacists, Stony Point, N. Y.

We have built a reputation and a business which are second to none.

Pure drugs, accuracy in compounding, promptness and moderate prices have made this the most reliable drug store in the city.

The efficiency of the prescriptions made up here is due to the freshness of all the ingredients used in the composition.—The Howard Drug Co., Augusta, Ga.

The real test of a tooth brush comes in using it. It either wears, or does not wear. If it wears, you are satisfied; and if the bristles wear down, break off, or pull out in too short a time, then you get angry and "quit trading at that store."

Our tooth brush will wear until you get tired of using the same old brush. We sell them at 25c to gain new customers, and keep old ones. It's a brush worth 25c, some would say more.—Besthoff's Pharmacy, Memphis, Tenn.

Our new fountain appeals to the eye. Our soda waters appeal to the palate. The fact that all our syrups are absolutely pure appeals to everyone's good sense who values health.—Hauff's, New Haven, Conn.

We're too modest to tell you of the many good things the people say about these goblets of goodness we serve at our fountain. Any way, they're so good more people come every day. Do you? We know it will pay you to keep your thirst until you get here.—F. C. Schramm, Effingham, Kan.

Have you a painful corn? Corn ache is one of the worst of all aches, yet some people in Saginaw endure it while a cure is right within easy reach. Schirmer's Magic Corn plasters stop the pain of corns in 10 minutes and remove corns, root and branch, in 24 to 48 hours. You simply put on the plaster and in a day or so take off the corn. No salve to tie on with a rag, no liquid to burn your toe and spoil your stocking, but a clean bit of adhesive plaster to place upon the corn. It takes the ache and kills the corn every time. Your money back if it don't.—Schirmer's Drug Store, Saginaw, Mich.

#### A SUMMER TIME TONIC

of the most invigorating nature. Dinlake's Extract of Malt supplies that lack of vitality and overcomes that feeling of lassitude so prevalent at this time of year. It gets at the seat of trouble, and builds up the system. Physicians prescribe it. Price 25 cents. See window display.—Virges & Co., Tacoma, Wash.



**DRUG EXHIBIT AT THE A. Ph. A. MEETING.****The St. Louis Meeting of the A. Ph. A. to be a Memorable One.**

The American Pharmaceutical Association is making an especial effort to have the meeting in St. Louis next September a memorable one. The Committee on Exhibition, Prof. Joseph P. Remington, 1832 Pine street, Philadelphia, chairman; Henry M. Whelpley, St. Louis; Thomas Layton, St. Louis, and Thomas P. Cook, 114 William street, New York, believe that an exhibition on somewhat different lines than those usually held will prove attractive to the membership, thus securing a larger attendance, and at the same time benefiting worthy business houses, colleges and others, who will bring to the notice of those in attendance desirable objects of interest. The committee has issued the following circular:

The next annual meeting of the American Pharmaceutical Association will be held in the city of St. Louis, at the Southern Hotel, Broadway and Walnut streets, during the week beginning September 16, 1901.

**NOVEL FEATURES.**

There is every expectation of a large attendance. One of the prominent attractions of the meeting will be an exhibition, to be held in the Exhibition Hall of the Southern Hotel, of objects of interest to druggists, which will have several novel features. Owing to the limited space, very large and showy collections cannot be accepted.

Exhibitions which have been held in the past have not always been satisfactory, and did not awaken widespread interest for several reasons: First, objects of a proprietary character of no special interest occupied a good deal of space; secondly, the better class of members of the association would not attend the exhibition, because they found it unprofitable to waste their time; thirdly, the highest class of manufacturers would not exhibit because of this lack of interest.

**NEW KIND OF EXHIBITION.**

For these reasons it is proposed to institute an exhibition with the defects eliminated. A committee has been appointed to take charge of the exhibition. It is the intention to admit no preparation of a secret proprietary character for which the exhibitor is unwilling to submit a formula.

**THE OBJECTS OF INTEREST.**

Drugs, chemicals, pharmaceutical preparations, apparatus, books, charts, diagrams, historical and antique objects, dispensing apparatus, prescription helps, novelties in labels, or dispensing, and everything which will be of interest, will be accepted with the limitations above noted.

**EXHIBITORS' DAY.**

A new feature will be introduced which provides that one session of the association will be devoted entirely to the exhibition; and at this meeting representatives of the exhibits will be asked to come before the association, and in a few minutes' talk explain whatever may be of interest about their exhibit. The association as a whole will thus be called upon to judge of the merits of each display. This will give the exhibitor a public opportunity of reaping a return for his time, labor and expense in sending the goods.

**A PUBLISHED REPORT.**

A report upon each exhibit will be made by the committee to the association, which will afterward be published widely. It is believed that many members and others will be attracted to the meeting in St. Louis by the exhibition; that every one who attends will carry away knowledge of many new objects, and ideas which will be of direct pecuniary or educational value in business.

**APPLICATIONS FOR SPACE.**

should be forwarded at once to the local secretary, Dr. Whelpley, 2342 Albion place, St. Louis, accompanied by a statement briefly describing the character of the exhibit, and whether wall-space is desired.

**ONLY BEST CLASS OF EXHIBITS WANTED.**

The co-operation of the best class of exhibitors is earnestly solicited, and every effort will be made to render the exhibition feature alone well worth the expense incurred by pharmacists traveling to St. Louis from all parts of the country. Firms and individuals desiring to exhibit are requested to communicate at once with Dr. H. M. Whelpley, secretary, Albion place, St. Louis.

**THE CONNECTICUT PHARMACEUTICAL ASSOCIATION****Celebrates Its Silver Anniversary.**

THE twenty-fifth annual convention of the Connecticut Pharmaceutical Association was duly celebrated as the silver anniversary at Brandford Point Hotel on Long Island Sound, some 10 miles or so from New Haven. The hotel is very attractively situated directly on the Sound, and proved most admirably adapted for use as a place of meeting. The event had been thoroughly advertised both in the lay and the pharmaceutical press, and the attendance far surpassed the most sanguine expectations of the committee in charge. In fact, the only possible criticism that could be made was due to the size of the attendance, which was so much larger than had been expected that the dinner served on the first day of the meeting was rather scanty because of the necessity for practicing long division. This fault, however, was quickly remedied, and the visitors and members unanimously agreed

**CHARLES FLEISCHNER,**

President of the Connecticut Pharmaceutical Association.

In declaring the meeting the most successful in the annals of the organization, and the vote of thanks to the Committee on Arrangements, of which Col. John W. Lowe, of New Haven, was chairman, was most hearty and sincere.

**THE PROCEEDINGS.**

It was very near noon of Tuesday, June 12, before the president, Charles S. Finch, of Stamford, called to order the twenty-fifth annual meeting of the Connecticut Pharmaceutical Association. The first business was the reception of delegates, and the first delegate to be presented was William C. Anderson, of Brooklyn, president of the National Association of Retail Druggists, who as a delegate from that organization made a brief statement outlining the work which has been done by it.

**WORK OF THE N A R D.**

President Anderson said that the first work required of the N. A. R. D. had been to secure the approval of the proprietors to the proposed plan. The first list published contained the names of sixty-four of the leading proprietors, who had agreed to support the plan. During the past year nineteen names had been added to the list of those who agreed to distribute only through an approved list of jobbers. The wholesalers, in turn, agreed to the restrictions imposed by the N. A. R. D., and it now became the duty of the retailers to do their share by designating the list of aggressive cutters through the local organizations. This work has been progressing during the

year, and in many instances with marked success, whole cities and towns in many sections of the United States maintaining a definite schedule of prices far in advance of those formerly received, though not yet up to the full published prices. What is now needed is thorough local organization. Mr. Anderson said:

"It is impossible for the N. A. R. D. to go into a town, city or State, and there press into the hands of the retail druggists that which they will not reach out for. We may place it within their reach, as we have, but unless they themselves take some action in the matter—unless each member realizes that his interest is at stake, and that in order to press the plan forward he himself must do something—we cannot make a success in that section. Consequently, the result of all the work that has been done up to this time depends on the activity of the retail druggists in each section.

#### THE CONDITIONS IN NEW YORK CITY.

"Greater New York, perhaps, was as difficult a problem as we had to meet throughout the country. When we made a canvass of Greater New York and found that we had between 97 and 98 per cent. of the retailers of that great city in favor of the schedule of prices proposed—85 cents for dollar articles, 75, 65, and so on down—we thought we had a victory in New York, a complete victory; but when we came to put that plan into effect we found that those 97 or 98 per cent. of the retail druggists who had agreed to the schedule did not all mean what they said, and we found that the lack of interest on the part of some retailers made our work very expensive and very difficult; because we were trying to prove to the large aggressive cutters of New York that the retailers were back of the movement, that they were going to stand rigidly by the movement. But the retailers did not back us up. If you have heard any reports from New York that the plan had not been entirely successful, I want to say to you today that the retailer himself was responsible for the effect in New York.

"The large aggressive cutters have a very good argument when they claim that when they say they will maintain a definite schedule of prices, there is no way that they could get out of it. For instance. They have two or three or four stores. The proprietor seldom meets a customer; but he places a schedule of prices back of his counter, and every clerk in the store must sell rigidly at that price. It makes no difference what the customer says, the clerk must sell at the price specified on the schedule. But the retailer, who is in his store all the time, and deals with his customers, and has an old friend come in, and a dollar article is asked for, and he charges 85 cents, and the customer says: 'Well, I am sorry, but I can get that cheaper; I am an old customer, and I would like to trade with you, but I can get that for 67 or 71 cents. If you will let me have it I will trade with you; if not, I will take my trade away.' There the small dealer comes in contact with his old friend and customer, and he says: 'Now, don't say anything about it, and I will let you have it this time, but don't tell anybody.' Consequently the plan is violated, either through friendship or wanting to hold an old customer. We have found that to relieve these conditions

#### ORGANIZATION IS THE ONLY THING,

and we have formed throughout Greater New York local organizations. I believe at this time we have 23 or 24 formed, with new ones on the way. When we have been able to form these organizations, we have the members come together, and have a Membership Committee, and bring all the druggists in the section in one local or district organization. As soon as that is done, the liability of the druggist to deal with a customer and give the article to him a little cheaper because he is a special customer is done away with. Men who have never met together before, who have been enemies for years, in a business sense, come together and become acquainted, and through that acquaintance they have confidence in one another, to such an extent that when a customer comes in a store in that district and says he can buy cheaper than the specified price, he has enough confidence in his neighboring druggist to say: 'You cannot; that is the best price we can give.' And that has been the winner in many sections of Greater New York.

"In Brooklyn we have in all 520 druggists, organized in seven organizations. Throughout those different districts the retailers hold so rigidly together, and have such confidence in one another, that they have been able to maintain schedule prices since it first went into effect, without violation anywhere in the district, and all are happy over it."

The greatest difficulty in the operation of the plan has been in the efforts to trace goods. In some sections where the local organization has designated the cutters they still continue to receive supplies. The speaker believed that in most

of these cases the trouble came through some retailer who was false to his promises, and gave an instance showing how one druggist in New York City, while commending in a loud voice the work of the N. A. R. D., was actively and persistently doing all that he could to thwart the plan by furnishing goods to aggressive cutters.

#### MUST USE FORCE.

Mr. Anderson assured his hearers that the N. A. R. D. was doing everything that could be done to help trade conditions, and that while the progress appeared to be slow in some districts, it was nevertheless continuous, the work gaining ground every day. While the tripartite plan has proven successful the difficulties which arise take time to overcome, and Mr. Anderson said that many who are interested believe that the exertion of actual force will be required to bring aggressive cutters to terms. This force was apparently available in the courts, which had sustained the N. A. R. D. in several cases which had come to trial. The speaker then referred to the fact that the Supreme Court of New York had decided that the proprietor has full control over his goods, and that he can sell his goods to whom he pleases, exacting such terms of sale as will insure the specified price on the goods. Similar decisions have been obtained in California, Massachusetts and Ohio, and in no case has an adverse decision been rendered. The proprietor holds the key to the situation, and he has the power to specify the sale of his goods under contract at full price. He commended the Worcester plan, stating that it "will enable the retail druggist to find out what he has been trying to find out for years, and that is, is the proprietor of patent medicines a friend of the retailer or not? That is what the retail druggist wants to know, and that is what he is going to know through the N. A. R. D.; because we expect in a few weeks to put before the proprietor a proposition that will make him say yes or no. If he is a friend of the retailer, he will do everything in his power to maintain a decent profit on his goods, or if he is not a friend, he will not. Then the retailer will know just where he stands." In conclusion, Mr. Anderson said:

#### RETAILERS HAVE THE POWER.

"I tell you that the retailers, organized as they are today, hold the balance of power, and nothing can shut the retail trade of the country, when dealing in patent medicines, out of a profit. The only question is, Are we going to handle the old line of patent medicines of the old proprietors at a profit consistent with the work involved, or place something in the place of them that will give us a profit? And the retailers are so organized and convinced of the strength of the position they occupy, and the position in which they are going to protect themselves. And I am glad that the time has come that the retailers of the country realize that their home is not entirely within the four walls of a store; that they were never placed in existence to simply go there and remain from seven in the morning until eleven at night and eke out an existence, without any social pleasures; the home that is thrown away from them—not even to enjoy themselves in those things that other men in other business enjoy. The retail druggist has it within his power to regulate business in patent medicine, through your line or others, that will give him a profit, and allow him to get out of the little case he has been in and become a man among men. He deserves it. He works hard for the public; he is energetic, loyal, consistent. I say that the retailers to-day see their position, and are going to maintain it, and I believe in the future retailers are going to mete out a harvest that belongs to them, and enjoy life as other men enjoy it."

In moving a vote of thanks to the president of the N. A. R. D. for his interesting address, Captain J. K. Williams, of Hartford, said that the situation was one which would demand the exercise of a great deal of forbearance on all sides, but if the retail dealers were faithful to their obligations it seemed quite certain that the N. A. R. D. would ultimately prove a great success.

Dr. Julius Garst, of Worcester, Mass., was requested to state the purport of the Worcester plan, which had been referred to by President Anderson. He said that the plan was simplicity itself, and that those who had objected to it as being complicated did so in ignorance of its real character. He felt confident that if the retail druggists of the country would insist upon it the Worcester plan would be generally adopted. While contributions toward the legal expenses involved in enforcing the law were acceptable and desirable the money contributed was nothing like so important as the moral influence exerted by a vigorous and unanimous approval of the plan by the retailer. At the suggestion of Dr. Garst a committee was appointed to draw up resolutions commending the Worcester plan, the president naming J. K. Williams, of Hartford; G. L.

Ellsbree, of Meriden; and James Duggan, of Norwich, as members of this committee.

Frank Stutzien, secretary of the New Jersey Pharmaceutical Association, conveyed the greetings of that association to the pharmacists of Connecticut.

Secretary Rapelye presented the names of sixty-four applicants for membership, the largest number presented at one time in the history of the association. The names were posted for action at a later session, and the morning session was adjourned.

#### SECOND SESSION

The first business transacted at the second session, which convened on Tuesday afternoon, was the reading of his address by the retiring president, Charles S. Finch, of Stamford. The main points brought out by the president were that druggists had begun to realize the value of organization, and that this value would undoubtedly become more and more apparent from year to year. He commended most heartily the work of the N. A. R. D. He recommended that the needful changes be made in the constitution of the association to make possible the election of commercial travelers to associate membership. He suggested the desirability of an exchange of certificates of registration between the several State boards of pharmacy, and in conclusion heartily commended the admirable work done by the Committee on Legislation during the past year, which, though negative in character, was none the less valuable. The report was referred to a committee composed of Willis L. Mix, New Haven; A. L. Dickinson, Danbury, and J. A. Leverty, Bridgeport.

#### THE FINANCIAL STATUS OF THE ASSOCIATION

was shown to be good by the report of the treasurer, John H. Ebbs, of Waterbury, who had a balance on hand of \$525.96, being about \$65 more than the cash balance for the previous year. The report was referred to R. H. Kimball, Hartford, and H. A. Dupee, Bridgeport, for auditing.

As a delegate from the New York State Association, Dr. Brundage conveyed fraternal greetings of that organization to the Connecticut Association, and then proceeded to discuss the president's address.

Charles Fleischner presented his report as chairman of the Executive Committee, showing that aside from the deaths of several well-known members, but little of interest had occurred in the history of the organization.

The following were elected to membership:

C. A. Bishop, Torrington; William Palmer, Torrington; Michael Keefe, Jr., Torrington; Arthur Judson, Winsted; Dudley N. Smith, Riverton; John E. Moore, Waterbury; Elmor C. Packard, Collinsville; John Halliday, Essex; George W. Buell, Middletown; C. E. Blatchley, Middletown; G. H. Harding, Derby; Isaac H. Levy, New Haven; Hine Morris, New Haven; E. A. F. Hetschel, Glastonbury; James S. Carter, Hartford; Orren L. Pease, Hartford; Frank S. Palmer, Hartford; D. P. Auclair, Jewett City; Henry L. Burt, Putnam; John W. Tuckerman, Moosup; Walter B. Cheney, South Manchester; Henry S. Webber, Hartford; Samuel H. Williams, New Haven; John H. Morton, Branford; Mark N. Sullivan, New Haven; Otto C. Marx, Ph.G., New Haven; William H. Jones, Stamford; John J. Sullivan, Stamford; William T. Marron, Stamford; Peter H. Morgan, Stamford; John K. Lawrence, Stamford; Harold Glendenning, Norwalk; W. C. Baur, Norwalk; John A. Riggs, Norwalk; Fred L. Baxter, South Norwalk; Thos. B. Griffin, South Norwalk; George F. Moulton, South Norwalk; James Philip Leverty, Bridgeport; Wm. P. Hindle, Bridgeport; Wm. H. Gardner, Bridgeport; Wallace E. Wright, Bridgeport; Joseph D. Hartigan; Geo. W. Hardwick, Bridgeport; Thomas B. Benjamin, Danbury; George F. Boutellier, Danbury; Wm. B. Wheeler, Danbury; Arthur Pollock, Waterbury; Frank M. Smith, Willimantic; Homer J. Landis, New Milford; Edward J. Borden, Shelton; William L. Judson, Woodbury; Orrin P. Ives, Hartford; John Killoughy, Waterbury; Albert R. Adams, Hartford; Wm. E. Pelcher, New Haven; F. H. Krimandohil, New Haven; H. F. Pigeon, Meriden; Joseph P. Ryan, Meriden; Timothy M. Burns, Torrington; George L. Rapport, Hartford; Charles A. Stanford, New Haven; John E. Wetherwax, New Haven; Alonzo B. Hull, New Haven; Elwyn G. Lathrop, Hartford.

John A. Leverty, on behalf of the Committee on Pharmacy, stated that no formal papers had been prepared, but submitted a report urging the members to take active steps toward keeping the National Formulary and its preparations before the pharmacists of the State.

Captain Williams, of Hartford, presented the report of the Committee on Legislation, showing that the usual number of bills antagonistic to the interests of pharmacy had made their appearance in the Legislature. The committee had hoped to secure legislation giving the Pharmacy Commissioners restric-

tive power in the matter of the issuance of druggists' liquor licenses along the line followed in Massachusetts. This was finally abandoned, however, as a compromise with persons interested in securing the passage of legislation unfavorable to pharmacy. The only legislation enacted which affected pharmacy was a bill which had been passed, prohibiting the sale of candies containing 1 per cent. or more of alcohol.

#### THE BOARD OF PHARMACY.

submitted its report through Secretary Willis L. Mix, New Haven, showing that in five examinations held by the board 115 applicants had presented themselves, of whom 71 passed. There were now in force in the State 856 licenses. The annual surplus turned over to the State amounted to about \$600. Attention was called to the fact that the examining room at the Capitol was constantly being improved by the addition of further supplies, so that this State was not only the first to hold a practical examination, but that probably the examinations held are much more practical than are similar examinations held by other boards. In a general discussion of the report which followed, Mr. Ellsbree, of the board, called attention to the fact that many of the clerks who appeared for examination seemed to have had absolutely no pharmaceutical experience whatever; had never made up tinctures, except from fluid extracts, and could not tell sassafras from cinchona bark. A number of amusing incidents showing the total unpreparedness of some of the applicants were given by several members of the board, and a vigorous protest was entered against the practice of applicants appearing time and time again when they were wholly unable to make any sort of a showing, thus wasting the time of the board in an absolutely fruitless manner.

The Committee on Nominations submitted a report nominating the following officers, who were duly elected: President, Charles Fleischner, New Haven; first vice-president, Thomas R. Shannon, Hartford; second vice-president, A. L. Dickinson, Danbury; secretary, Charles A. Rapelye, Hartford; treasurer, John B. Ebbs, of Waterbury.

F. R. Lake, of Athens, N. Y., was accorded the privilege of the floor as a delegate from the New York State Association.

A resolution of sorrow for the death of Dr. Charles Rice was adopted; and the association also agreed to co-operate with the American Pharmaceutical Association in providing for a memorial to the memory of William Procter, Jr.

John W. Lowe made a report as delegate to the N. A. R. D., showing the energetic and efficient work of that organization, and read a letter from Secretary Wooten showing the rapid and substantial progress which was being made in the effort to restrict the cutting of prices.

M. P. Gould presented a paper embracing a series of hints on business methods. The author took quite a radical view on several phases of the business life of the druggist, which were distinctly opposed to those generally held by retail druggists, though on the matter of early closing he agreed as to its desirability. Willis L. Mix protested against the views of the author, who advised the druggist to furnish all possible conveniences for the public. He said that this thing of public conveniences was worked to an extent that made it a first-class nuisance. His own store was admirably located with a view to the convenience of the public. It was universally resorted to as a waiting place for street cars, and on one night recently he counted forty-two people who were using his store as a waiting room, not one of whom was a regular customer, and not one of whom had purchased so much as a glass of soda water.

Caswell A. Mayo, editor of the AMERICAN DRUGGIST, addressed the association briefly, covering the ground under discussion, and suggesting the further introduction of penny-in-the-slot devices for directories, telephone service, stamps, etc., as a means for furnishing the necessary conveniences for the public without undue imposition upon the pharmacist.

Messrs. Williams and Mix were appointed a committee to introduce the new officers, who were thereupon duly installed. A handsome badge was presented to the retiring president, Charles S. Finch, of Stamford, and in the absence of Charles F. Williams, of Thomaston, who preceded Mr. Finch as president, a similar badge was delivered for Mr. Williams, to his son, on behalf of the association, this presentation having been omitted at the previous meeting. The second session was then adjourned.

#### THE THIRD SESSION.

On convening Tuesday evening for the third session, the first business was the presentation of the report of the Committee on the President's Address, by the chairman, Captain Williams. The committee recommended the adoption of an amendment providing for the election of traveling salesmen to associate membership. The suggestion was approved and

the matter laid over under the constitutional requirements for final action next year. The committee also approved of the suggestion that in paying its dues to the N. A. R. D. the State Association deduct the amount paid by its members as members of local organizations. The report was accepted and adopted.

#### THE N. A. R. D. APPROVED.

Captain J. K. Williams then submitted the following as chairman of the Committee on Resolutions:

*Whereas*, We realize the necessity of maintaining an organization of national scope for the purpose of conserving the retail drug trade's commercial interests; and

*Whereas*, The effective work done by the National Association of Retail Druggists on behalf of our common interests entitles that organization to our confidence, esteem, and encouragement; therefore, by the Connecticut Pharmaceutical Association, be it

*Resolved*, That we commend as deserving of the highest praise the efforts which have been and are being put forth by the National Association to cause the commercial side of pharmacy to become more profitable and more satisfactory.

*Resolved*, That this association continues its affiliation with the national body and pledges its hearty support to the work being done on behalf of the pharmacists of the United States.

*Resolved*, That the incoming president is instructed to appoint two delegates to represent this association at the 1901 convention of the N. A. R. D., to be held in Buffalo, New York, October 10 to 12, 1901.

*Resolved*, That the treasurer is instructed to pay the dues of the active members of this association who are not now affiliated with the national body through a local association.

#### THE WORCESTER PLAN APPROVED.

*Whereas*, Every manufacturer of proprietary medicine has a moral and legal right to sell such medicine with price restrictive conditions of sale, and to enforce the conditions at law, when due notice thereof has been given to the purchaser; and whereas, a manufacturer has a right "to join with others in similar need to accomplish that which would be too burdensome, expensive or impracticable to achieve alone, and without which concert his power to fix the price of his own product would be barren of good results;" and whereas, reciprocity of action rightfully used tends to promote and enlarge the sphere of trade, therefore,

*Resolved*, That we request the Executive Committee of the N. A. R. D. to make a Price Protective Policy a stated topic for consideration at the October meeting of the N. A. R. D.; that ample time be allowed for that purpose; that arrangements be made for a definite proposition, such as will commend itself to the proprietors that favor price protection; that proprietors be invited to attend and participate in the consideration of said policy, with a view to accepting the same and co-operating with the N. A. R. D. in making it operative as a part of the N. A. R. D. plan.

*Resolved*, That since the Price Protective Policy, known as the "Worcester Plan," has been proven sound in law by court decisions, we insist that in the interest of the retailer this plan be acted upon at the above meeting and incorporated as a condition required of proprietors of the N. A. R. D.

Both sets of resolutions were approved without dissent. The Committee on Nominations for the Pharmacy Commission proposed that the following names be submitted to the Governor, from which to choose a successor to Willis L. Mix, whose term expires in 1902: Willis L. Mix, New Haven; H. A. Dupee, Bridgeport; F. M. Smith, Ansonia, and Charles S. Finch, Stamford. The report was approved.

#### THE HISTORY OF THE ASSOCIATION.

Captain Williams, of Hartford, presented a very interesting sketch of the history of the association since its formation immediately after the meeting held by the American Pharmaceutical Association, in Boston, in 1875, which was ordered to be printed, and the author was extended a vote of thanks.

#### THE COMMITTEES.

The president announced that the committees on pharmacy, on legislation and on membership were reappointed as before, and announced the following as constituting the Executive Committee for next year: Thomas R. Shannon, Hartford; J. A. Hodgson, New Haven; E. A. Hough, Collinsville; H. J. Steiner, Norwich, and John Blair, Waterbury.

On motion of Col. Lowe, the retiring officers were ac-

corded a vote of thanks, and on motion of ex-president Finch, a similar courtesy was extended to the local committee, after which the business sessions of the twenty-fifth annual meeting of the Connecticut Pharmaceutical Association were adjourned.

#### The Entertainments.

A most able and efficient ladies' committee on entertainments had provided a variety of pastimes for the visiting ladies throughout Tuesday, and during the early part of the evening, when the concluding business session was in progress, a progressive euchre party was held among the ladies, a number of handsome prizes having been contributed by the various manufacturers and wholesale houses. This was followed by vocal and instrumental music and recitations, the programme being very entertaining.

On Wednesday morning several athletic events were held, the programme with the names of the winners of the events being as follows:

Baseball—Short men: J. A. McEnery; Jas. Shannon. George Marlanon, H. H. Daboll, George Nichols, H. J. Steiner, A. C. Prinz, F. C. Stutzlen, A. Radding, H. S. Weber. Tall men: F. B. Brill, J. T. Eagry, E. F. Nolan, W. J. Brill, E. E. Fischer, Charles Wuensch, S. L. Salisbury, L. G. B. Cannon, J. H. Morton. Umpires: Grant J. Woolston and Harry Winzer. Scorer: J. H. Denby. The short men won by a score of 23 to 17. In the potato race, A. L. Dickinson won the first prize, Mr. Gillespie the second and Harry Thornton the third. In the boat race, E. A. Hetchell won the first prize, John Lane the second and Horace Daboll the third. In the fishing contest the first prize was captured by Richard H. Kimball, Hartford, president of the Pharmacy Commission; the second by Mrs. Frank Stutzlen, of Newark. In the tug-of-war the successful team was composed of Harry Daboll, A. L. Dickinson, J. H. Denby, John Sullivan, M. P. Gould and Bernard Fahy; while on the losing team were F. A. Wolff, John Gilbert, John A. Levery, Jas. Kinney, Otto Marx and Thomas L. Parker.

The prizes in each instance were well selected, and the games caused a great deal of merriment.

#### THE DINNER.

The dinner, which was served at three o'clock, was a typical shore dinner, and proved a most overwhelming success; the number in attendance, over 300, being so much in excess of what had been contemplated as to tax the resources of the caterers to their utmost capacity. The menu card, which was a most unique and tasteful one, contained besides the menu a list of the toasts and speakers and officers of the association, the Ladies' Committee and of the Entertainment Committee, and was most charmingly decorated with original drawings.

Ex-President Charles W. Whittlesey, of New Haven, presided as toastmaster, and introduced the features in a most felicitous manner, having himself been first introduced very wittily by Colonel Jno. W. Lowe, chairman of the Entertainment Committee, who said that the principal duty of the chairman, being the reception of kicks, he did not quite know whether he was a giraffe with a sore neck or a centipede with corns. Hon. M. D. Sperry, the Congressman from the New Haven district, responded to the toast "The State of Connecticut," devoting himself mainly to the industrial side of the State's development. Rev. George H. Ferris spoke for the clergy, telling a number of amusing anecdotes, and concluding with an earnest plea for the preservation of the Sabbath as a day of rest and contemplation.

Dr. Frank H. Wheeler, president of the New Haven Medical Society, made a very interesting address, showing a keen appreciation of the character of the relations which should exist between the physician and the pharmacist, and setting forth very distinctly the great disadvantages to the practitioner, as well as to the pharmacist, which result from the dispensing of tablet triturates by the physician.

A. F. Maher, of the New Haven "Register," made a very eloquent and interesting address on "Ink Rollers vs. Pill Rollers," stating that while the pharmacist held the life of the public in his hands, that good name without which life is not worth living lay in the hands of the press, and that both the journalist and the pharmacist showed a most conscientious and profound appreciation of the trust laid upon them.

Mrs. Elizabeth Sheldon Tillinghast spoke for the ladies, making a bright, witty and sparkling speech, which aroused the enthusiastic applause of all the diners.

Caswell A. Mayo, editor of the AMERICAN DRUGGIST, responded in lighter vein to the toast of the "American Drug Press," and referred briefly to the many changes which have taken place both in the number and character of the drug journals during the fourteen years in which he has been identified with the American drug press.

At the conclusion of the formal programme, which was in-

terspersed with solos by the leading tenor and the leading soprano of New Haven, a large tin badge was awarded to Grant J. Woolston, of Seabury & Johnson, he having been voted by the ladies as the most popular drummer present. Mr. Woolston was also presented with a very handsome gold scarf-pin by Mrs. Coburn, the efficient chairman of the Ladies' Committee, and made a very happy response.

Charles A. Rapelye, the veteran secretary of the association, was presented with a handsome pair of sleeve buttons, which had been contributed by Fairchild Bros. & Foster to the Entertainment Committee, while an artistic loving cup in onyx and dead gold, contributed by James W. Tufts, was presented to Colonel John W. Lowe, the chairman of the Entertainment Committee, for whom the guests united in giving most vigorous and hearty cheers.

As the dinner progressed each guest received souvenir after souvenir, all having been presented to the Entertainment Committee by the respective manufacturers. The cheers given at the conclusion of the post-prandial exercises were the best possible indication that all had thoroughly enjoyed the most memorable meeting in the history of the Connecticut Pharmaceutical Meeting.

## MASSACHUSETTS ASSOCIATION.

President Hubbard has reason to be elated over the annual meeting of the M. S. P. A., held at Fall River, June 11, 12 and 13. It was the banner meeting in point of attendance, dispatch of business and evidence of vitality.

At the first meeting of Tuesday the time was consumed by reports of officers and committees. The second meeting was held in the evening. Several papers were read. One of these was written by the late Robert W. Greenleaf, M.D., and dealt with the "Relations of the Medical Profession and Pharmacist." Representative Bullock read a paper protesting against associating liquor legislation with druggists. Professor Scoville followed with a paper on "Pharmaceutical Notes." The last paper was by Mr. Hillberg, of Brockton, and urged a change in the pharmacy law so as to provide for assistant pharmacists. A resolution was adopted calling for the appointment of a committee of twenty-five to aid in securing the adoption of Senate bill 328, amending the pharmacy law. The committee was subsequently appointed. The report of the Legislative Committee asked approval of the committee's action in urging the removal of Freeman H. Butler, Ph.G., from the Board of Pharmacy. This approval was given. Later an attempt was made to have this discussion expunged from the records. The effort met with failure.

### THE NEW OFFICERS.

At the meeting of Wednesday morning the following officers were elected: President, L. G. Helnritz, Holyoke; vice-presidents, W. J. Bullock, of New Bedford; C. P. Flynn, of Boston; J. C. Brady, of Fall River; secretary, J. F. Guerin, Worcester; treasurer, Thomas E. Nichols, Salem; trustees for permanent fund, Henry Canning, of Boston; F. E. Mole, of Adams; J. F. Whiteman, of Great Barrington.

A delegation from the Rhode Island Pharmaceutical Association was received. The committee on "Codification of Pharmacy Laws" then submitted its report. President Anderson, of the N. A. R. D., and Dr. Julius Garst, of Worcester, were then admitted. Dr. Garst was first given the floor. He spoke in favor of the Worcester plan and urged its adoption by retailers. President Anderson followed. He stated that the outlook for the N. A. R. D. plan was encouraging. He had no authority to indorse the Worcester plan, but thought it would be considered at Buffalo. It had the advantage of giving retailers an opportunity to find out where the proprietors stood more quickly than could be ascertained by the N. A. R. D. plan. C. P. Flynn also made an able argument in favor of the Worcester plan.

In the afternoon there was an electric car ride to Newport. A stop was made at Island Park, however, to partake of a clambake. Carriages were taken at Newport for the ten-mile drive. On returning to Fall River in the evening President Hubbard's reception was held, and this was followed by an elaborate banquet, the Germania orchestra furnishing music. After dinner President Hubbard introduced the following speakers: Ex-Senator George, President Anderson, of the N. A. R. D.; Mr. Curran, of Holyoke; C. F. Nixon, Ph.G., of Leominster, and Messrs. Bartlet, Wheeler and Canning, of Boston.

At the meeting of Thursday the selection of a meeting place for next year was left with the directors. Mr. Cobb, of Boston, spoke in favor of semi-annual meetings to be held in Boston every January. The legality of this procedure being ques-

tioned, it was voted at the close of business to adjourn subject to the call of the Executive Committee. It was voted to send delegates to the N. A. R. D. meeting, also to have the delegates endeavor to secure recognition on the Executive Committee of that body. An appropriation of \$150 was voted the Legislative Committee. A resolution was adopted that the Board of Pharmacy publish a list of the registered pharmacists in this State. It was voted to drop from the list of membership the names of those in arrears since 1896. It was decided to establish a scholarship at the Massachusetts College of Pharmacy. At the various meetings forty-seven new members became affiliated with the organization.

## THE ILLINOIS ASSOCIATION.

The annual meeting of the Illinois Pharmaceutical Association, which was held in Rock Island, June 11, 12 and 13, came to an end with the election of officers. The names of those elected follows:

President, Walter H. Gale, Chicago.

Vice-Presidents, Henry Swannell, Champaign; J. B. Mount, Joliet; Franz Thomas, Cairo.

Secretary, R. N. Dodds, Springfield.

Treasurer, G. C. Bartels, Camp Point.

The ballot on the recommendation of a member to be appointed by Governor Yates to fill the vacancy on the State Board of Pharmacy, which will occur next January, resulted in the choice of these names: Albert Zimmerman, of Peoria; John I. Straw, of Chicago; M. C. Metzger, of Cairo; John S. Hottinger and L. K. Waldron, of Chicago. Names were also suggested for the present vacancy. For a member of the Committee of the Department of Pharmacy of the University of Illinois, also to be filled by the Governor's appointment, Paul G. Schuh, of Cairo, and George R. Baker and W. K. Forsyth, both of Chicago, were recommended. The prizes for the best essays on "Trade Interests" were awarded to W. Bodemann and John Strucher.

### GOOD WORK OF THE LEGISLATIVE COMMITTEE.

The druggists heard the report of the Committee on Legislation in regard to the new law. The expectation is that next year an appropriation can be secured from the legislature that will enable the board to prosecute violations of the pharmacy law in the rural districts. Such an appropriation was asked for this year but failed of passage. The work of the legislature in passing a law exempting registered pharmacists and assistant pharmacists from jury duty was highly appreciated. Thomas V. Wooten, secretary of the National Association of Retail Druggists, read a most interesting report of the work accomplished by that organization.

### DISTRICT ORGANIZATION IN CHICAGO.

One of the features of the convention was the speech made by John I. Straw, of Chicago. Mr. Straw outlined the plan of district organization in Chicago, which has come to be known as the Chicago plan and is being adopted in all large cities where organization is being carried on systematically. It consists in dividing the city into natural districts where trade conditions are reasonably uniform. Each of these districts is organized with a full set of officers, and all local matters, such as the regulation of prices, the hours of closing, etc., are determined by them. These local officers meet monthly with the officers and Executive Committee of the city organization, compare notes, discuss methods and learn what is going on in all parts of the city. In this way all druggists keep in close touch with each other and know the results that are being accomplished. This gives a compact organization that works as a unit and is elastic enough to adapt itself to local conditions.

### COCAINE DEBAUCHERY IN CHICAGO.

Mr. Gale in his address made a startling statement in regard to the cocaine question. He said it was well known to some Chicago druggists that 300 ounces of cocaine are sold every month on State street, between Harrison and Twentieth. He asked that public attention be called to this fact to the end that the State's Attorney be compelled to enforce the law against this growing evil. The law is stringent, but it seems almost impossible to get it enforced.

The druggists were all very much pleased because of the hard work of the local committee, of which W. Ullemeyer is secretary. It was because of the committee's labors, all said, that they all enjoyed the meeting so greatly.



## THE INDIANA ASSOCIATION.

The twentieth annual meeting of the Indiana Pharmaceutical Association was held in Muncie on June 5, 6 and 7, and proved a great success both as to the number in attendance and in the interest shown in the proceedings.

The presidential address by F. W. Meissner was eminently hopeful in its character, the progress of the N. A. R. D. movement being referred to at some length. The report of the treasurer, F. H. Carter, of Indianapolis, and of the chairman, of the Executive Committee, F. H. Wolcott, showed that the association is in a flourishing condition.

The technical side of pharmacy received due attention, the following papers being presented:

Duty, by W. O. Gross, Ft. Wayne; Preventive Medication for Some Drug Troubles, by E. Stahlmuth, Columbus; First Aid to the Injured, by J. Newton Roe, Valparaiso; Elixirs, by J. H. Andrews, Valparaiso; The Indifferent Iron Preparations, by J. W. Sturmer, Lafayette; Pharmaceutical Legislation, by Geo. D. Timmons.

Thos. V. Wooton, of Chicago, secretary of the N. A. R. D., made an interesting address on the work of the national organization.

Anderson was selected as the next place of meeting and the following officers were elected:

President, Charles Prutzman, of Muncie; first vice-president, E. W. Swadley, of Wabash; second vice-president, John Gifford, of Sheridan; third vice-president, Alex. Ruh, of Rochester; secretary, A. Timberlake, of Indianapolis; treasurer, F. H. Carter, of Indianapolis, and local secretary, C. A. Henderson, of Anderson.

Members of Executive Committee: F. E. Wolcott, of Indianapolis; Otto Gross, of Ft. Wayne, and F. L. Burton, of Evansville.

## DELAWARE WITHDRAWS FROM THE N. A. R. D.

### Annual Meeting of the State Association.

The annual meeting of the Delaware State Pharmaceutical Society took place at Delaware City on June 6. W. A. Jester, president of the society for the past year, presided. The address of welcome was made by the Rev. W. S. Stall, pastor of the Delaware City Presbyterian Church. N. B. Danforth, of Wilmington, responded. New members were then elected as follows: James Russel, of Milford; W. R. Keys, of Clayton; Levin Scott, of Dover; J. Frank Starling, of Dover, and C. M. Almond, H. P. Brown, E. T. Dilworth, Dr. T. D. Cook, J. Fred. Gradwohl, Elmer Nailor and J. P. Malcom, Jr., of Wilmington.

F. W. E. Stedem, of the Pennsylvania State Pharmaceutical Association, delivered an interesting address. The names of three candidates for the Board of Pharmacy were then chosen, as follows: James T. Challenger, of New Castle; Albert Dougherty and Oscar C. Draper, of Wilmington.

New officers were elected, as follows: J. T. Challenger, New Castle, president; W. C. Taylor, vice-president for New Castle County; Henry McDaniel, vice-president for Kent County, and T. F. Hammersley, vice-president for Sussex County; Oscar C. Draper, Wilmington, treasurer; F. W. Penn, Wilmington, secretary; Executive Committee, N. B. Danforth, chairman; Albert Dougherty and T. Harry Cappeau.

A resolution was offered and passed withdrawing the association from membership in the N. A. R. D. The reason given for the withdrawal was that the Wilmington City Association was affiliated, and the country druggists, who form the bulk of the membership in the State Association, saw no use of continuing the membership, as they were getting full prices.

A resolution was adopted directing the Legislative Committee to try and have a clause incorporated in the proposed pharmacy law to prevent adulteration of drugs. The association placed itself on record as being opposed to the sale of opiates or other drugs which are used habitually instead of medicinally.

After the business session an elaborate dinner was served at the Delaware City Hotel. Later the party went for a ride on the river in a tug boat.

A Chicago physician has begun a movement against the use of the indelible (aniline) pencil, which he charges with being the cause of innumerable sore lips and fingers, and sometimes poisoning so severe as to result in death.

## GREATER NEW YORK.

Ed. Miller, of Tremont avenue, Bronx Borough, has bought the pharmacy of Ludwig & Michelson at West Farms. He will run the latter as a branch store.

C. V. Losee is opening a new store at the corner of Seventy-eighth street and Lexington avenue. He was formerly at One Hundred and Twenty-sixth street and St. Nicholas avenue.

The C. F. Booth Company, of Norwich, has been incorporated, to manufacture perfumes and toilet articles; capital, \$50,000. Directors: C. F. Booth, M. B. Hunt and O. G. Bell, Norwich.

The Wise Drug Company, of New York City, is a newcomer in the field. It has been incorporated at Albany with the following directors: Louis Jerkowski, Herman Gardner and Max Beck. Capital, \$20,000.

Runkel Bros.' chocolate factory at 441-445 West Thirtieth street was destroyed by fire early on Sunday, June 16. Nothing was left of the six-story building but the side walls and section of the front wall. The loss, which is mostly covered by insurance, is estimated at \$250,000.

The usual monthly meeting of the Manhattan Pharmaceutical Association took place at the College of Pharmacy on June 17. The attendance was slim and only routine business was transacted, including the reports of the delegates to the annual meeting of the State Pharmaceutical Association at Buffalo.

Judge Brown, in the United States District Court, has granted a discharge in bankruptcy to Rowland N. Hazard, of this city. The total liabilities were placed at \$498,188, with nominal assets of \$698,254. The petitioner was formerly a member of the firm of Hazard, Hazard & Co., druggists, in Broadway. He was also president of the American Loan & Trust Co.

At the banquet of the New York State Pharmaceutical Association in Buffalo on June 7, Senator Henry W. Hill was presented with a gold watch and chain, the gift of the State Board of Pharmacy. The presentation speech was made by President Robert K. Smither, who told of the great services rendered to the druggists of the State by Senator Hill in their fight to keep intact the State Pharmacy law.

A. M. Boney, widely known as a former associate in business of Ambrose Park, of John D. Park, Son & Co., Cincinnati, has organized a new drug corporation to do business in New York City under the laws of the State of New York. It is styled the Knickerbocker Drug Company, of New York City, and is capitalized at \$50,000. Besides Mr. Boney the following directors are named: W. A. Barnes, E. P. Williams.

There was no meeting of the College of Pharmacy on Tuesday, June 18, owing to the absence of a quorum. At the meeting of the trustees of the college on the preceding Tuesday, June 11, \$500 was voted to the curators to be used in improvements about the college building. The financial report of the college year showed a surplus of \$4,658.38, an increase of 100 per cent. over last year, and the greatest of any surplus in the past three years.

George Gregorius, who was injured by a fall from a street car on May 10, is still unable to use his arm, the injury having proven much more serious than was reported at the time. It turned out that he has sustained a fracture of the surgical neck of the left humerus, and that there is great probability that he will never entirely regain the use of that arm. Mr. Gregorius' many friends will be much grieved to learn of the serious nature of his accident.

E. R. Squibb & Sons were incorporated under the laws of the State of New Jersey on June 7. The capital stock is fixed at \$10,000, divided into as many shares of a par value of \$1 each, and the amount paid in is \$1,000. This is divided among Edward H. Squibb, of Brooklyn, 498 shares; Charles F. Squibb, of Bernardsville, 498 shares; William Rothe, of Brooklyn, one share; John A. Dunn, of Brooklyn, one share, and Frederick J. Faulks, of Elizabeth, two shares. The latter is local agent, with an office at 776 Broad street, Newark, N. J.

Gilbert T. Reeder, of Reeder Bros., 460 Fourth avenue, and George C. Klippert, of Klippert & Co., 854 Columbus avenue, New York, have organized a corporation under the title "United States Physicians' Association," which is to be employed in the manufacture and sale of medicinal preparations, physicians' supplies, etc. It is capitalized at \$50,000, and the offices and factory of the company are located in Jersey City. Both organizers are well-known retail druggists. Associated

with them are Edward Kessling, of E. Kessling & Co., manufacturers of clinical thermometers, New York; James Cawley and Jacob Suleder.

"John Matthews" is the name of a firm incorporated at Albany on June 20, with a capital of \$1,000,000, to manufacture and deal in carbonated beverages in New York. The directors are John Matthews, Abram J. Dittenhoefer, James S. Ferguson, Matthew H. Wood and Irving M. Dittenhoefer, of New York City. It is explained that this is merely an extension of the present business of The firm of John Matthews into the field of supplying carbonated waters in bulk to saloons, hotels and cafes, under patents whereby the proprietors can either draw the water at the bar or fill their own siphons at a cost of 2½ cents instead of 8 cents per siphon.

Thomas F. E. Fagan, a druggist, at 3003 Fulton street, in the East New York district of Brooklyn, was quietly married to Miss Maud Shaw, of Rockville Centre, L. I., a week or so ago, and the couple slipped off to the Pan-American Exposition at Buffalo on their honeymoon. Their homecoming late Thursday night, June 13, was not attended by the same quiet. The drug store was decorated with flags and bunting, and on a sign in front was this inscription: "Behold the Bridegroom Cometh." When the coach containing the bride and bridegroom approached the store swarms of people surrounded it as if by magic. Mr. Fagan was presented with a banner bearing this motto: "I got married on the Q. T." A procession was then formed and to the music of a brass band, the couple were escorted through several streets to their home, 176 Essex street, into which they escaped amid a shower of rice and old shoes.

James E. Branigan, a well-known member of the Manhattan Pharmaceutical Association, being one of the founders and a member of the original Executive Committee, died in Roosevelt Hospital on Thursday, June 13, as the result of injuries received in a street fight. Mr. Branigan, it is said, went out with a party of friends on Saturday and returned the next morning about seven o'clock. He seemed to be in pain and when questioned by his father said he had been kicked in the abdomen. He did not state who had kicked him. His father advised him to go to Roosevelt Hospital for treatment. Mr. Branigan, who was forty-one years old, was proprietor of the pharmacy at No. 161 Amsterdam avenue, and lived at No. 149 West Sixty-seventh street. Patrick McEnery, a carpenter, thirty-three years old, of No. 204 West Sixty-fourth street, has been arrested on a charge of murdering Mr. Branigan.

## FIRST GUN IN THE LOCAL CAMPAIGN.

**Kings County Pharmaceutical Association Advances a New Proposition—Representation on the Pharmacy Board to be Adjusted—A Tribute to the Memory of Wm. Vincent.**

It was made evident at the regular meeting of the Kings County Pharmaceutical Society, which took place in Brooklyn, on Tuesday, June 11, that the pharmaceutical associations in the counties of the Eastern Section of the State do not propose to be bound by the mere letter of the Buffalo resolution agreeing to an amendment of the Pharmacy Law in its application to the Eastern Section. It is now proposed to provide for the election of members to the board who shall represent certain counties or county organizations in some proportion to the number of drug stores in the respective counties. A statement to this effect was made by William Muir, himself the introducer of the Buffalo resolution, which simply stated that the right to vote in the election of members of the board should be open to all members of regularly incorporated pharmaceutical organizations in the Eastern Section, whose requirement of membership constituted the holding of a pharmacist's or druggist's license. No definite action was taken, Mr. Muir's announcement being made with a view to prepare the members for a consideration of the subject, but the matter was earnestly discussed.

The meeting was called to order by President O. C. Kleine, Jr., and the minutes of the annual meeting were read by Secretary Tuthill. After a correction by Mr. Muir to show that the committee, of which he was a member, had been fully authorized to prepare a set of engrossed resolutions in memory of the late William Vincent, the minutes were adopted. Two applications for membership were then received, and the following nine candidates proposed at the preceding meeting were elected to membership: F. D. Doolittle, Far Rockaway, L. I.;

William Chubbuck, Rockaway Beach, L. I.; Rudolph Truog, 201 Fourth avenue; A. T. Gampsy, 439 Second avenue; C. P. Ludder, 181 Fourth avenue; W. E. Fanning, 441 First street; Edward Klein, 468 Humboldt street; J. W. Bruckmann, 514 Bedford avenue, all of Brooklyn, and Sewall Thornhill, of Sayville, L. I.

The report of the treasurer showed cash on hand, May 14, \$226.25; receipts, \$212.00; disbursements, \$100.90; balance, \$337.35.

Prof. E. H. Bartley, in behalf of the Library Committee, made announcement of the receipt of a gift of 115 volumes from the library of Edward L. Milhau, Jr. These consisted of 42 volumes of the Proceedings of the A. Ph. A., 42 volumes of the American Journal of Pharmacy and 31 volumes of miscellaneous works on chemistry and pharmacy, many of them in the French and German languages. Professor Bartley announced that the library was now in possession of many duplicate copies of the American Journal of Pharmacy and other publications, and would be glad to consider offers for an exchange on some advantageous basis.

The report of the delegates to the Buffalo meeting of the New York State Pharmaceutical Association was called for, and the chairman of the delegation being absent, William Muir made the response. He told of the enjoyable nature of the meeting and the lavish character of the entertainment, giving especial credit to the Ladies' Entertainment Committee, of which Mrs. George Reimann, of Buffalo, was the head. The election of Thomas Stoddart, of Buffalo, to the presidency, was, he said, satisfactory to all the delegates. The selection for first vice-president was not so satisfactory. This office, he thought, should have gone to W. C. Anderson, of Brooklyn. Owing to the contest provoked by the entry of G. H. Hitchcock, of New York, as a candidate for the office, Mr. Anderson withdrew; Brooklyn thus, as Mr. Muir put it, doing the generous thing, as it always does. He then stated the action taken by the association with regard to the proposed amendment to the Pharmacy law, giving the right to elect members of the board to the members of all incorporated pharmaceutical associations in the Eastern Section in which the requirement of membership is the holding of a license as a pharmacist or druggist, and said that it would now be in order to consider some basis of representation for the various organizations. This statement precipitated some discussion. Mr. Keenan, of the Manhattan Association, remarked that it was the understanding in Buffalo that the election would be a general one, and there was no understanding as to the representation of associations on the board itself. Mr. Muir thought that Kings County should be entitled to one member, Manhattan and the Bronx and Westchester two members, and Richmond, Nassau and Suffolk one member. It was shown by Mr. Keenan that this was altogether a new development which had not been touched upon at all at Buffalo. Professor Bartley agreed with this, but considered the idea a good one, as did also Prof. J. F. Golding and others. Professor Golding cited the Constitution of the United States, in which is provided that the President and the Vice-President shall not be residents of the same State. This question of territorial representation on the board seems likely to play an important part in the future discussion of amendments to the law.

William Muir, in behalf of the committee appointed to prepare a set of engrossed resolutions to the memory of the late William Vincent, reported, submitting a large folio sized book of resolutions, consisting of six pages of parchment bound in seal leather and corded purple silk. The resolutions were engrossed in purple and silver inks, with beautiful initial letters and colophons, the whole being an unusually handsome specimen of engrossing. The resolutions read:

The death of William Vincent in the midst of a career of activity and usefulness, is an event which his former associates in the Kings County Pharmaceutical Society regard as a serious loss to the interests with which he was so prominently identified, and is deplored as a personal affliction.

Strong of character, assiduous in his chosen calling, with an integrity which never faltered, and unmoved by considerations of self, he won and retained the personal regard of those with whom he was brought into social or business relations. Few men have merited, or have been held in more unreserved esteem by their associates while living, and few die more widely and sincerely mourned.

While deeply mindful of our own loss in the death of so valued an associate and friend, the members of this body desire to record our most profound sense of the overwhelming affliction his death brings to the members of his bereaved family, to whom we extend our sincere condolence. Be it

*Resolved*, That the foregoing be spread upon the minutes

of the Kings County Pharmaceutical Society, and an engrossed copy be sent to the family of our departed friend.

(Signed by the Committee).

On motion a committee of five was appointed to revise the constitution and by-laws, and present the revised copy at the September meeting for adoption at a subsequent meeting.

On motion of William Muir an appropriation of \$100 was made to pay for the society's membership in the N. A. R. D.

Armour & Co. are desirous of entering into an agreement with the retail druggists of New York City, regulating the sale of their soaps and perfumes, and on motion of William Bussenschutt a motion was adopted instructing the secretary of the society to inform Armour & Co. that the society favored the contract prescribed by them, and were willing to abide by it.

## WESTERN NEW YORK

**Improved Trade Conditions in Buffalo—Prices Well Maintained—**

**Elmira Does Not Want the State Association Meeting—Disappointment Over the Decision of the Attorney-General.**

Buffalo, June 20.—"I have paid out more money for wholesale drugs and medicines during the five months of this year than I did all of last year," said a Buffalo retail druggist a few days ago. This means that the city trade is much better than it was last year. There is considerable reason for such improvement. Competition may be pretty sharp, but it is a fact that the city is growing faster than the number of retail establishments increases. General business is better than it was and a great part of the things sold in a drug store is treated as a luxury, to be bought liberally if there is plenty of money and to be left on the shelves pretty generally if money is scarce.

### AS TO THE CUT-PRICE WAR.

the retail druggists regard it as nothing serious. There is one large store that has been trying to break down the minimum price list, but the effort does not appear to be kept up at all well. The flaming advertisements in the city papers are no longer seen, and it looks as though the undertaking was not such an easy matter as the cutters at first supposed. At any rate the association people are much encouraged and will go on.

### DOUBTS ABOUT DESIRABILITY OF ELMIRA AS A MEETING PLACE FOR THE STATE ASSOCIATION.

There is much discussion in Buffalo of the place of holding the next meeting of the State Pharmaceutical Association. At first, when it was remembered that an invitation from Elmira had been laid aside on account of Buffalo's superior claims this year, it was thought that the city of the Chemung was entitled to the choice. But now it appears that she does not want it. At least such is the present report. The druggists of the city say, according to report, that the business there is a good deal demoralized and that a convention might make it worse, and besides it is feared that the cost of the Buffalo convention to the local druggists, a round \$2,000, has somewhat weakened the Elmira ardor. It was too much to spend, say some of the members of the profession, and they are accordingly inclined to choose a neutral point, in order to show that the society is not dependent on local entertainers and thus keep in sight the fact that it is self-sustaining if it ought to be.

### TO INSPECT DRUG STORES IN THE WESTERN SECTION.

The western branch of the State Board of Pharmacy has sent Dr. Charles E. Abbott into Niagara and Orleans counties to inspect the drug stores there and report on their conduct before the new law. It is not expected that any very bad cases of law breaking will be found, yet not a little good might be done by a certain sort of oversight of the pharmacies in the section. Dr. Abbott will carry on this work till July and probably resume it in the fall. He is a graduate of both the Buffalo College of Pharmacy and of medicine and ought to be well qualified for the undertaking.

### THE LOSS OF LICENSES.

The western branch will examine twelve candidates at the coming meeting and expects a large number of licenses to exchange. A form of application for duplicate licenses is preparing. It is found that so many druggists have in some way lost their licenses that some special steps were necessary to meet the case. The applicant will be required to state under oath when and how he obtained his license and how it came

to be lost. It is usually taken for granted that such applicants are not able to pass an examination.

### THE ATTORNEY-GENERAL'S DECISION.

The western branch of the board is apparently somewhat disappointed over the decision of the Attorney-General that the pharmacy law must be taken literally as to the preparations that may be sold by unlicensed persons. It was at first supposed that a more extended list than that specified by the law could be permitted, but the Attorney-General is at once seen to be entirely logical when he says that where the law provides a list it must not be exceeded.

### BUFFALO NEWS ITEMS.

Leo Keenan, well known as a Buffalo drug clerk, has opened a new store on Grote street in that city.

William H. Borget has bought the drug store at Ellicott and Tupper streets, Buffalo, but does not give up his former one.

Among recent drug clerk changes in Buffalo are Frank L. Horton, engaged at the Homeopathic Pharmacy, and William Edmunson, who takes a position with Landsheft on Niagara street.

Alderman Neil McEachran, the Buffalo west-side pharmacist, is now almost recovered from his late severe illness. He was able to attend the State Association convention but a short time.

The drug firm of Hanson Bros., Buffalo, has been dissolved. George T. Hanson has taken the Sykes store on Franklin street and Robert A. Hanson has retained the firm's old place on North street.

De Courcy Rose has opened a complete pharmacy in the Statler Hotel, just off the Pan-American Exposition grounds. Manager Fitch will look after the welfare of Mr. Rose's permanent store on West avenue.

### The Lanoline Trade-Mark.

On June 13, before Justice O'Gorman, of the Supreme Court of the State of New York, was tried the suit of Beno Jaffé & Darmstadter against Evans, Sons & Co., of London and New York, for infringement of trade-mark. The infringement complained of was the use of the words British Lanoline to describe a purified wool fat made by a patented process in England. Plaintiffs through their New York agents, Victor Koechl & Co., brought evidence to show that a number of preparations of wool fat were placed upon the market prior to the expiration of the Lanoline patent in 1900, and that these preparations were known under various fanciful names. Evidence was also given showing that the product of Beno Jaffé & Darmstadter was generally known in the trade as Lanoline and that their product was supplied on unspecified orders.

For the defendants expert testimony was introduced tending to show that the B. J. D. Lanoline and British Lanoline were substantially similar in composition. A number of retail druggists also testified to the fact that both products were supplied indifferently upon prescriptions, and that prior to 1900 the B. J. D. brand was generally furnished. Attorneys for both sides were allowed to file briefs and judgment was reserved.

### Registered by the New Jersey Board.

The following are the successful candidates for registered pharmacists, who recently passed the examination of the New Jersey State Board of Pharmacy:

J. E. Anrig, G. K. Applebaum, F. J. Bicker, T. G. Boles, A. C. Behrens, Vela Bacon, Jasper Cadmus, Joseph Colletti, J. T. Doughty, J. E. Davis, L. J. Farley, W. T. Green, W. V. Gale, Raymond Jackson, P. F. Knecht, W. R. Kent, C. D. Loree, G. M. Lynch, P. H. Langner, J. J. Lennon, J. B. Matheke, W. I. McCann, T. F. Norwood, A. S. Perpende, I. E. Saul, W. D. H. Smith, G. J. B. Trochet, O. H. Wilson.

The successful candidates for rating as registered assistants were:

J. A. Borst, T. F. Crawford, Emma P. Egge, Max Hemmendinger, T. B. Lee, J. I. Maggic, E. R. Newman, H. S. Smith, R. H. Yost.

The next meeting for examination will be held at Trenton on July 18 and 19.

## MASSACHUSETTS.

**New Officers for the College of Pharmacy—The Committee of Twenty-five Amend Senate Bill 326.**

Boston, June 20.—A meeting of the trustees of the M. C. P. was held at the college building on June 7, and the following officers were elected: President, William H. Puffer, Ph.G.; vice-presidents, Linville H. Smith, Ph.G., and George E. Coleman, Ph.G.; secretary, William D. Wheeler, Ph.G.; treasurer, John G. Godding, Ph.G., and auditor, Thomas B. Nichols.

**THE REVISED PHARMACY ACT PASSES THE SENATE.**

The committee of twenty-five appointed by the M. S. P. A. to aid the passage of Senate bill 326 called upon the Governor on June 14. Certain changes in accordance with the ideas of the legal profession were discussed and later the bill was withdrawn by the Senate. The bill was then modified and readopted by the Senate and sent to the House. If it passes the latter body it will undoubtedly be signed by the Governor.

**HUB JOTTINGS.**

Gray, the South Boston druggist, is to open a new store on Atlantic avenue.

Secretary Amos R. Tilden, of the Board of Pharmacy, recently visited Bridgeton, Me.

Hyman Segool's drug store, on Leveret street, was broken into by three young thieves June 16 and \$30 worth of cigars and cigarettes stolen.

The Hawthorn Drug Co., corner of Columbus avenue and Newton street, is to serve soda water this summer from a new Tufts apparatus.

Abraham J. Hurwitz, Ph.G., M. C. P., '97, was recently appointed assistant in medical chemistry and toxicology at Tufts Medical School.

**A SHORTER HOURS MOVEMENT.**

According to the daily papers the drug clerks are protesting against having to work from 74 to 84 hours a week. They propose that their weekly working hours shall be reduced to 60, and that their wages shall not be correspondingly cut. Perhaps proprietors may want to say a word concerning these proposed changes.

**BAY STATE ITEMS.**

Herman Koegel, Holyoke, owes \$3,336.29; assets, \$372.19.

George B. Markoe is clerking at Hearn's drug store, Quincy.

William H. Whitaker, 102 Ferry street, Malden, has been granted a sixth-class license.

Clarence I. Pendleton, Ph.G., M. C. P., 1900, recently accepted a position at Johnson's store, Waltham.

B. J. Elkhind, of Worcester, is about opening a new store at 81 Milbury street, and is to furnish it with a Tufts fountain. He will run this store in connection with his old establishment.

**NEW ENGLAND NEWS.**

Percy L. Lord, Calais, Me., a member of the Maine Pharmacy Commission, has just ordered a new fountain from James W. Tufts.

The following concern was recently incorporated at Augusta, Me.: The J. V. Hale Company, to deal in chemicals and drugs; \$50,000 capital, nothing paid in. President, Albert E. Knowlton, Malden, Mass.; treasurer, Frederick Drowns, Malden. Certificate approved June 5.

A. P. Fitch, of Concord, N. H., was a participant in a recent suit at law in which the question involved was of an unusual nature. Mr. Fitch was the plaintiff and the action was against the executors of the will of a late resident of Concord. The action was to recover a bill for \$3,450 for the preservation and care of a limb amputated from the body of the deceased from March 17, 1885, to the date of his death, October 5, 1899. Mr. Fitch's witnesses testified to the care and custody of the limb. The defense called Prof. W. T. Whitney, curator of the Harvard Medical School, who testified that the average cost of caring for the 10,000 specimens in his charge was 25 cents a month per specimen. The jury returned a verdict in Mr. Fitch's favor for \$1,936. This was at the rate of about \$133 a year.

## PENNSYLVANIA.

**A Serious Accident in the Wholesale Drug Section—Southern Business Men Entertained—The Local Association Will Demand Enforcement of Worcester Plan—The New Scale of Licenses in Force.**

Philadelphia, June 20.—With a report that caused considerable excitement in the neighborhood about 10 o'clock, June 17, the big water tank on the roof of Shoemaker & Busch's wholesale drug house, Nos. 511, 513 and 515 Arch street, burst and deluged the premises. The tank contained 6,000 gallons of water at the time, and the staves and iron bands were thrown hundreds of feet with such force that several skylights and windows were broken and other damage done to buildings some distance off.

The roof of the Shoemaker & Busch building was considerably torn up and the firm places the damage to stock and building at over \$1,500. The rear wall of the premises No. 513 Cherry street, occupied by Henry Altemus, had some of the heavy staves driven through it, leaving large holes. The building of C. F. Rumpf & Son, southwest corner of Fifth and Cherry streets, was also damaged to the extent of several hundred dollars. Other business houses in the vicinity suffered to some extent by the water that poured in the cellars. The loud report accompanying the bursting of the tank brought many of those living in the neighborhood hastily from their houses into the streets, and some had narrow escapes from being injured by the falling staves and iron bands.

**THE COMMERCIAL CONFERENCE.**

During the week of June 10 the merchants of Philadelphia entertained representative men of the South, and there were also delegates present from New York and other Eastern States. The wholesale druggists of this city, while not taking a prominent part, subscribed a large amount of money for the entertaining of the visitors, so that they could receive a real Quaker City welcome. Mahlon N. Kline, of Smith, Kline, French & Co., and also a leading member of the Trades League, took a prominent part, as also did Clayton F. Shoemaker, of Shoemaker & Busch, and Walter H. Smith, president of the Philadelphia Drug Exchange, and of the firm of Valentine, Smith & Co. On Saturday Mr. Shoemaker accompanied the guests to Atlantic City and helped to entertain them at the famous seaside resort. The wholesale druggists of this city do a large business in the South, and it is thought this conference will greatly increase it. While no one line of business was prominent in the reception, representatives of all lines took a hand, and none were more enthusiastic than were the druggists.

**THE P. A. R. D. DEMANDS THE WORCESTER PLAN FOR NEW GOODS**

At the regular monthly meeting of the Philadelphia Association of Retail Druggists, held on June 7, J. C. Perry, 4154 Lancaster avenue, was appointed press agent of the association, and all the doings and the policy of the association is to be given to the public through him. At this meeting it was announced that the membership was now 550, and resolutions were adopted to the effect that on July 1 no member of the association will purchase any new proprietary preparation unless the proprietor accepts the Price Protective Plan and protects the retail sale of his goods. As the association had nearly three-fourths of the retail druggists of this city among its members, it is in a position to dictate terms to manufacturers of proprietary articles.

**A TWELVE-DOLLAR LICENSE FEE.**

At the meeting a letter from the secretary of the State Pharmaceutical Board was read by Mr. Perry, in which the opinion of the Attorney-General on the question of the proper fee paid now for registration was quoted, this being to the effect that the recent act making this fee \$12 took effect from date of passage, and that candidates examined in April prior to the passage of this law must pay \$12 for registration now, even though examined under the old law. This decision was challenged as not being just, and the question would be put in the hands of competent attorneys to settle. It was suggested by a member that payments, if made, should be paid under protest, this allowing action later to collect any excess paid.

George Burton, from the Camden Druggists' Association, was introduced to the meeting, and spoke of the work of his association and the kindly feeling that existed toward the

Philadelphia Association. He spoke also of the adoption of a price schedule, which was soon to take effect in Camden.

### PHILADELPHIA NEWS NOTES.

Rob't McNeil has returned from a trip to the mountains.

John L. Curry, of Twenty-second and Callowhill streets, has departed for an eight weeks' trip through Europe.

R. J. Burton, who owns the store at 1306 Girard avenue, has opened a pharmacy at Forty-ninth and Baltimore avenue.

Otto Kraus, of Twenty-eighth and Poplar streets, has taken his family to Buffalo to visit the Pan-American Exposition, and will go from thence to Niagara Falls, Chicago, and other points in the West.

The drug store at York road and Haines street, formerly owned by Charles Longmire, has been reopened by Fredrick F. Fischer. Mr. Fischer was formerly a clerk for E. C. Vogelbach, Frankford road and York street.

C. H. Ziegler, of the class of 1901 of the Philadelphia College of Pharmacy, has purchased the drug store of Dr. Williamson at Twenty-first and Bellevue streets, Tioga. Mr. Ziegler is to be married to Sarah Lois on Tuesday, June 25, at Bridgeport, Conn.

A. C. Hyde, druggist, of New Castle, is the Republican nominee for Register and Recorder. He is a graduate of the Pittsburgh College of Pharmacy, and is 35 years of age. So assiduously did he devote himself to his studies that at the end of his first year he passed the final examination before the State Board of Pharmaceutical Examiners. In 1888 he opened a drug store at West Middlesex. Two years later he removed to Mahoningtown, where he entered the drug business. He was immediately successful, and has already been honored by election to office.

### "Honor Both Ways."

The choice of Thomas Stoddart, of Buffalo, to be the president of the New York State Pharmaceutical Association for the ensuing year has met with a chorus of approval from all parts of the State. His preferment has been the subject of many congratulatory notes, and none of these has probably given Mr. Stoddart more cause for gratification than the following editorial expressions by the two most prominent newspapers of Buffalo. In its issue of June 8 the Buffalo "Courier" publishes as its leading editorial the following appreciation:

#### HONOR BOTH WAYS.

By choosing Thomas Stoddart of this city as its president for the next year, the New York State Pharmaceutical Association has at once honored that gentleman and its own organization. Included in the membership are many of the most intelligent business men of the State, for, indeed, the pharmacist's is among the most intellectual of callings from the very nature of its requirements; therefore the act of his selection as presiding officer of the association was a distinct tribute to the fine character and standing of Mr. Stoddart, which are so well known here in the city of his home. The citizens of Buffalo have cause for gratification in the preferment of so estimable and enterprising a representative of their number.

The editor of the Buffalo "News" voices the gratification of the pharmacists and other citizens of Buffalo in the following words:

Buffalo is much gratified that the State Pharmaceutical Association should have chosen its honored citizen, Thomas Stoddart, to be its presiding officer for the ensuing year. Because of the high standard of the individual membership of the State Association, the selection comes as an honor to Mr. Stoddart, and yet the association, at the same time, honors itself in the choice. Both as a business man and as a citizen Mr. Stoddart is a representative of whom Buffalo feels justly proud, and the pharmacists and the new president are alike to be congratulated on the outcome of the balloting.

The "Canadian Druggist," of Toronto, which was represented at the meeting by its editor, touches on some of Mr. Stoddart's personal qualities and refers to the unanimity of the movement for his election to the presidency. In its June issue it says:

At the recent convention in the city of Buffalo, Mr. Stoddart's home, he was unanimously and enthusiastically elected to the office of president by a representative meeting of New York State druggists, such as rarely gathers together in such force of numbers.

That Mr. Stoddart deserved the honor was plainly apparent from the unanimity with which the members, from the shores of the Atlantic to the shores of Lake Erie, voiced their appreciation of the varied services he has rendered to the cause of pharmacy in the State of New York. Mr. Stoddart is a man of commanding presence, possessing a genial and expressive countenance, and has the faculty of being able to exert a marked personal influence without appearing to be conscious that he is doing so.

Keen discernment and good judgment have made him the business peer of any druggist in the Empire State, and the same attribute will undoubtedly gain for him the distinction of being one of the most progressive presidents which have ever graced the chair of the N. Y. S. P. A.

All of which is heartily seconded by the AMERICAN DRUGGIST.

## MICHIGAN.

### The Humphrey Bill Killed—Parke, Davis & Co. Increase Their Water-Front Holdings—News Notes from All Over the State.

Detroit, June 20.—The Humphrey bill, designed to prevent druggists and pharmacists from selling liquors without a saloon license, and also from displaying them in drug store windows, was killed by the Michigan Legislature for want of support. The bill provided that if any pharmacist were found guilty by the secretary of violating said law in either of these respects, the board should be empowered to revoke his license.

Parke, Davis & Co. have added 420 feet more of water front to their already enormous laboratory. It is said that the newly acquired space will be occupied with a laboratory devoted to scientific research. The annual picnic given by Parke, Davis & Co. to their employees was held June 14, the steamer "Tashmoo" landing them at Tashmoo Park.

The drug store of Gardner & Robertson, North Lansing, was damaged to the extent of several thousand dollars by smoke and water. The loss is nearly covered by insurance.

Flint has a new drug firm; Phillips & Haddrell from Lapeer.

The S. M. Raffety stock at Albion was recently purchased by H. N. Parker, formerly of Tekousha. Mr. Parker will move the stock to Hamilton and occupy the old Fisher stand.

Coleman & Thowers succeed Martin & Depew at Lawton. The business will be managed by Mr. Coleman, who formerly had charge of Dr. J. E. Hamilton's drug and stationery stock.

Big Rapids has a new drug store through the coming of Dr. W. T. Dockery, of Grand Rapids.

Harvie Hudson will put in a new drug stock at Eureka. Harvie is the son of Fred. Hudson, the Riverside druggist.

John R. Ghent, of Grand Rapids, is manager of the new drug store at Vicksburg, recently opened by L. G. Strong, of Grand Rapids.

Smith & Hubbard, of Midland, succeed Smith & Smith.

The drug stock of J. W. Delovon at Horton was recently purchased by Clinton Joseph, of Quincy. Mr. Joseph will continue the business at its present location.

### Annual Meeting of the S. C. I.

The annual meeting of the Society of Chemical Industry will be held at Glasgow, Scotland, beginning Wednesday, July 24, and lasting through July 28 next. An elaborate entertainment programme has been prepared, which will be practically in charge of the Scottish Section. The general meeting will take place at 10.30 a.m. on Wednesday, July 26, when the president, Joseph W. Swan, F.R.S., will deliver his address in Chemical Lecture Theatre, the University.

### C. I. Hood Company Incorporated.

The C. I. Hood Co., of Lowell, Mass., has been incorporated under the laws of the State of Maine, with a capital stock of \$1,000,000. The firm is placing a new preparation on the market known as Peptiron. The officers of the corporation are as follows: President and general manager, C. I. Hood; vice-president, Willard Everett; treasurer, Charles Stickney; clerk, Hiram Thomson; secretary, George H. Taylor; directors, C. I. Hood, Willard Everett, Charles Stickney, George H. Taylor and George W. Putnam.

Mr. Everett is also advertising manager, and is well known to the trade. For many years he has had the placing of about \$1,000,000 worth of newspaper advertising yearly, and under his far-sighted management this important branch of the business has made huge returns upon the investment. With an infinite acquaintance with all the leading newspapers Mr. Everett handles the enormous amount of money spent in bringing the merits of the Hood compounds before the public in a manner that is only acquired by long experience, and in a great measure the notable success of the company is due to his business ability and enterprise.

### The N. A. R. D. to Meet in Buffalo.

Certain rumors regarding a change of meeting place for this year's convention of the N. A. R. D., which have gained circulation in New York State, are put at rest in a communication from Thomas V. Wooten, secretary of the association, who states the rumor has absolutely no foundation in fact, the subject of a change having never even been considered by the Executive Committee. The rumor had it that the meeting place was to be changed from Buffalo to Old Point Comfort, and the date one week after the convention of the N. W. D. A. at Old Point.



## ILLINOIS.

**War Declared on the Boston Department Store—All Other Cutters Agree on Schedule of Prices—Netcher will Spend \$100,000—The Crucial Test of the N. A. R. D. Plan—Slot Directories to be Withdrawn.**

Chicago, June 18.—The National Association of Retail Druggists has practically declared a boycott on the Boston Store. Those who are familiar with the situation say that this action means that the National Association of Retail Druggists has reached a point where diplomacy no longer avails; it must either fight or give up the famous tripartite plan. The edict to place the Boston Store on the cut-off list was issued last Saturday afternoon. On the outcome of this fight depends not only the success of the tripartite agreement, but also the success of the plan of organizing a city by wards or districts.

To say that the National Association of Retail Druggists has declared a boycott on a department store does not mean much to an outsider, but Chicago druggists, who know the man against whom the fight is being made, are almost aghast at the prospect. Charles Netcher, owner of the Boston Store, began his business life as an errand boy—and that was not very many years ago, either. Within a few years he has risen by successive stages until he owns the store, which does a business of about \$8,000,000 a year; he owns one of the State street buildings in which it is located; he recently bought the Champlain Building at State and Madison streets, a skyscraper for which he paid close to \$1,000,000; he has an income of about \$600,000 a year and is supposed to be worth anywhere up to \$5,000,000. Mr. Netcher is in the strictest sense a self-made man and is domineering and dictatorial. As Walter Gale said at a meeting of the Chicago Retail Druggists' Association some months ago, "he would rather fight than eat." Mr. Gale told the druggists that it was impossible for any one even to talk to Mr. Netcher when he was first asked to enter into the agreement to regulate prices by districts. "He would walk around the store, growling," said Mr. Gale, "and we had to follow him; but we followed him all right and finally got him so we could get in a word once in a while."

## THE DOWN TOWN CUTTERS.

If the down town cutters cannot be made to agree on a schedule of prices then the whole fabric of organization in the residence districts will fall, for the customers will do their buying down town. This argument has met Mr. Wooten's organizers in many places, and every effort has been made to bring the down town stores into line. These efforts were attended with remarkable success. Every department store and independent cutter agreed to stand by a fair price schedule and it seemed that the result would be attained—except for the Boston Store. Every one counseled patience, and diplomacy was resorted to for months in the hope that Netcher would yield. Chairman Halliday, of the National Association of Retail Druggists, was here about a week ago, on his way to California, and he labored with Mr. Netcher, and it was not until last Saturday that the association resorted to its last weapon—the boycott.

## WILL SPEND \$100,000.

"I'll spend \$100,000 to smash a boycott if they try to put one on me," said Mr. Netcher, when C. H. McConnell, of the Economical Drug Company, was laboring with him and trying to get him to bury the hatchet. And no one doubts for a moment but that Mr. Netcher means every word of what he said. In fact, those who know him say that he will probably not stop with the expenditure of \$100,000 if his blood is up. He has not been idle during the negotiations and has laid in an enormous stock of drugs. One of the men in the drug department of the Boston Store said: "We have a stock stored away that is large enough to last us several months and we are not worrying. We have the money and we can get the goods. We have been getting ready for this fight for some time and it is going to be to a finish."

What means Mr. Netcher will resort to in order to gain his point is not known as yet. The crucial time will come, of course, when his stock runs out. In the meantime he may try by writ of mandamus or some other legal means to accomplish his purpose. It is hardly in his nature to do nothing, and whatever happens the druggists throughout the country are likely to see a most interesting battle. As one druggist expressed it to-day: "Netcher has fought his way from errand boy to capitalist; he seems to think the only way to win is to fight, and he is not likely to stop fighting when he goes against the National Association of Retail Druggists." Mr. Netcher

says the boycott has been tried before in other lines and that it won't hold.

## PENNY IN THE SLOT DIRECTORIES TO BE WITHDRAWN.

Chicago city directories are to be sold direct to the druggists this year. There will be no more leasing of the books and the penny-in-the-slot device is to be given up. This announcement has been made by Superintendent Smith, of the Chicago City Directory Company.

Mr. Smith says that the company has accomplished certain business ends that inspired the idea of leasing the directories. Mr. Smith also said that the penny slot attachment had proved so unpopular that in some instances the druggists had smashed the machines in their stores, and in other cases had ordered them removed within a short time. The new directories will be delivered about July 1 and the slot machines will then be removed.

"The penny-in-the-slot directory seems doomed for a time," said Mr. Smith, "but I cannot say positively as yet whether the plan will be given up permanently. No new machines are to be put in this year, and most, or all, of those already installed will be taken out."

## NEW QUARTERS FOR THE DRUG TRADE CLUB.

The report that the Drug Trade Club had secured new quarters and moved into them is erroneous. It was only a day or two since that a lease was signed for the Hotel Bismarck, which is in the very heart of the drug center. Work will be begun at once to get the building into shape, but the members do not expect to be safely lodged and housed in the new establishment before August 1.

## INCREASE IN ATTENDANCE AT THE NORTHWESTERN UNIVERSITY.

We are informed by Prof. Oscar Oldberg, dean of the School of Pharmacy of the Northwestern University (the Illinois College of Pharmacy), that this school had 31 students more this year than it had last year. We are happy to print the fact and to correct the statement made by our Chicago correspondent in our last issue to the effect that the number of students in attendance had decreased.

## CHICAGO NEWS NOTES.

H. J. Camps has succeeded F. B. Wing at Marshfield, Ia.

Brady's Pharmacy, at Addison and Wilton streets, has just been opened.

At Muskegon, Mich., C. F. Barton has sold his store to Lyman & Gillespie.

Bearcroft's Pharmacy at Fifty-third street and Calumet avenue will be open July 1.

Mr. Lighthall, of Bronson & Lighthall, Kalispell, Mont., was in Chicago recently on a business trip.

G. Scherling has purchased the interest of his late partner in the store of Scherling & Arnold at Sioux City, Ia.

J. M. Goodell, now at Forty-fifth street and Prairie avenue, will open a new store at Fifty-third street and Prairie avenue early in July.

During the big thunder storm of June 12 lightning tore a hole in the roof of Edward E. Foster's drug store at 1369 West Madison street.

A new store will be opened July 15 at Sheffield and Grace avenues by Emil H. Zoble. The fixtures and fountain are by the L. A. Becker Co.

J. H. Koontz has purchased an interest in the store he formerly owned at Humboldt, Ia. The firm name has been changed from Steiner & Williams to Koontz & Steiner.

Melville Chester Finlay, the young Yale graduate who is charged with swindling several north side Chicago druggists, has been put under arrest. Finlay admits his guilt and has been bound over to the Criminal Court.

At St. Charles, Ill., L. M. Benton has purchased Ed. Hall's interest in the East Side Drug Company. Mr. Hall recently purchased his partner's interest in the store of Weld & Hall at Elgin.

At Warren, Ill., Baldwin Brothers have dissolved partnership. L. A. Baldwin has succeeded to the business and E. H. Baldwin expects to buy the store of L. R. Gravenor in the same town.

T. P. F. Clark and W. F. Reid, members of the firm of Clark & Reid, at 107th street and Pullman avenue, were arrested

recently by detectives, who charged them with running a "blind pig."

As a result of the robbery of the store of J. H. Pretz, 660 Northwestern avenue, George Stevens and Frank Minar have been arrested. The prisoners are friends of the druggist, who was greatly surprised when the evidence pointed in their direction. The thieves made a rich haul.

The Reliance drug store on the sixth floor of the Reliance Building, at State and Washington streets, Chicago, has been sold to Mrs. E. Von Hermann and is now presumably a "syndicate" store. This is one of the stores that is located among physicians' offices and does a prescription business only.

An article that appeared recently in the daily papers to the effect that French physicians have just discovered that yeast is a cure for diabetes has attracted the attention of Moritz Krembs, of Krembs & Company, who has made public a letter saying that the cure is old and has been in use for years.

Samuel A. Wiggins, Jr., the 13-year-old son of a S. A. Wiggins, who is in the proprietary medicine business, is attracting considerable attention in the daily papers. Young Samuel, who is a choir boy, is locked up pending the action of the Juvenile Court on numerous charges of theft. It is charged that the boy stole so that he could gratify his appetite for candy.

The drug store of John Byrud, at Monroe street and Ashland boulevard, was entered by thieves on the night of June 9. Twenty dollars in cash and \$50 worth of cigars was stolen. The store of John B. Wilson, at Ashland boulevard and Van Buren street, was broken into on the same night. Seventy-five dollars' worth of cigars was taken. The thieves helped themselves to some hair oil, blood purifier and perfumery.

Clarence L. James, a graduate of the Chicago College of Pharmacy, who is in the employ of Nathan Lapp, a druggist, at 440 Forty-seventh street, committed suicide June 8 at the Palmer House by taking morphine. James left a note saying: "I am tired of life and have decided to die. My means are too limited for my ambitions. Good-by." Until two months ago James roomed with Mrs. C. L. Fitzpatrick at 1466 Michigan avenue. While there he tried twice to end his life.

One of the big Chicago papers has been printing from time to time sketches of "young men who got there." In a recent issue there is a sketch of George W. Mathison, of Bromo-Seltzer fame. Mr. Mathison, the article says, became dissatisfied with his prospects while office boy for a firm of salt manufacturers in Baltimore and started West. After traveling as a salesman for a variety of stocks, he entered the employ of the Emerson Drug Company in 1888. For five years he traveled from New Orleans to Duluth and from Boston to Los Angeles. He visited 37 States and built up a big business. He was placed in his present position in 1893. Mr. Mathison was born in Baltimore in 1866.

### Florida Pharmacists Take Notice.

We are requested by E. Berger, Tampa, the secretary of the Florida State Board of Pharmacy, to publish the following:

"All records of the Florida State Board of Pharmacy having been destroyed in the recent fire at Jacksonville, it is requested of all druggists who hold Florida State certificates to mail the secretary at once a sworn statement, giving date of certificate, and state whether certificate was granted on examination, presentation of diploma, or having qualified before the law went into effect. E. BERGER,

"Secretary Florida State Board of Pharmacy."

### Unstamped Goods Must Not Leave the Premises of the Maker.

Boston, June 20.—It is stated that certain manufacturers of patent medicines have technically violated the internal revenue laws regarding the stamping of their products. This has been done in anticipation of the repeal which goes into effect July 1. But the law makes no exception, and there is a penalty of \$500 "unless goods are stamped before they leave the premises of the manufacturer." With the goods, the following notice is sent: "These goods are not stamped. But, according to law, if sold by you on or before June 30, attach stamp according to the retail price, and charge to us the actual value of the stamps. We adopt this plan to save you from carrying stamped goods in stock on and after July 1." Mr. Gill, collector of internal revenue at Boston, considers this an evasion of the law, and states that if, after a fair warning, a manufacturer persists in following out this plan, he will be punished.

## MISSOURI.

### The Association Meeting.

Pertle Springs, June 18.—All the druggists who can possibly get away from their stores for a few days are here attending the annual meeting of the Missouri Pharmaceutical Association. While not all have yet arrived, there is a very good turnout. St. Louis and Kansas City are especially well represented. Druggists from all over the State are coming in on every train. There is no very important business to come up before the meeting, but there are several interesting papers to be read, which will doubtless elicit much interesting discussion.

### MISSOURI TRAVELING MEN.

This is a great week for the poor knights of the grip whose tournament ground chances to lie in Missouri. A large number of them have been detailed to spend a few days at Pertle Springs and jolly the druggists along. The Missouri Pharmaceutical Association is in session here this week, and the Missouri Pharmaceutical Travelers' Association will be called to order here Thursday. In fact, Thursday will be "Travelers' Day," which means that they will be the whole show from sunup or earlier until sundown and later. There are a large number here already, and each train which arrives brings contributions to the order.

The following are a few items picked up on the grounds:

F. V. Perry, with Hance Bros. & White, came in early to see if any one had a "Frog in their throat."

C. W. Thomas, with the Moffit-West Drug Co., is present for the ninth consecutive time.

The meeting will be a failure if Ed. T. Ovar should stay away. He is with the Mound City Paint & Color Co. He has long been one of the main pillars of both organizations.

F. R. Scharlach, of the J. S. Merrell Drug Co., never misses a meeting, and he always brings his wife, who is just as entertaining and popular as and even better looking than her "lord and master." Between these two they have carried off every prize for popularity, good looks, etc., which has been offered for the past six years.

Mike Arendes and A. H. Stalley, of the J. S. Merrell Co., are enjoying a few days' vacation here. Two better "good fellows" are hard to find, either in or out of the drug business.

L. S. Simmons, of Seabury & Johnson, is plastering everyone on the grounds. He is trying to win the prize for telling the most horrible fish story.

J. P. Reynolds, with Parke, Davis & Co., arrived with his wife this morning. He says he does not expect to have near so good a time as last year. His wife came along "whether or no" this year.

Clay Johnson, of the Meyer Bros. Drug Co., is enjoying himself more this year than when he was at the Paris Exposition.

O. H. Ott, of the Moffit-West Drug Co., arrived with his wife and baby this morning. It keeps him busy filling up that nursing bottle.

Wm. H. Gregg, of the Mound City Paint & Color Co., and chairman of the Travelers' Entertainment Committee, is the busiest man on the grounds. He leaves for Southern California to-night, and the boys are wondering what they will do when he is gone.

J. S. Lithicum, of the Emerson Drug Co., better known as "Bromo," is showing the boys that he is no "back number." Of all the fun makers on the grounds, he certainly stands first. He has every one here decorated with Brownies, elephants and badges, and he has a liberal supply of tonic refreshments in his very popular wigwam.

S. S. Burris, of the Chattanooga Medicine Co.; J. C. Fisher, of O. M. Foster & Co.; Dr. J. B. Woods, of Parke, Davis & Co., blew in on a late train this afternoon. They expect to make themselves quite numerous before the meeting is over.

### Obituary.

De Witt C. Burnham, a well-known druggist of Mansfield, Pa., died at his home in that borough on June 11, aged 41 years.

General Eugene May, a prominent retail and wholesale druggist of New Orleans, died June 17 from injuries sustained in a fall from a spirited horse. General May served in the Civil War with the famous Washington Artillery of New Orleans, and at the time of his death was Inspector-General of the State National Guard. He was 56 years of age.

Reginald B. Bancroft, one of the best known druggists of New Britain, Conn., died on June 12, aged 32.

## The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.  
The quality of goods frequently necessitates a wide range of prices.

### Condition of Trade.

NEW YORK, June 22, 1901.

**B**USINESS has continued quiet during the interval since our last. While there is a free jobbing movement, interest in original packages is wholly lacking, and no activity of a stable character is expected until the vacation period is over and interior merchants begin to consider fall and winter requirements. The tone of the market in prices continues steady, and such changes as have taken place are comparatively unimportant. The situation of the opium market is attracting considerable attention. The market is very firm and prices have marked a fractional advance. Dealers were much amused by the publication in the *New York Herald* for June 21 of a cable from London giving details of an alleged corner in opium by American buyers. The story was that early in the month brokers representing an "American drug syndicate" purchased nearly 80,000 pounds of opium, practically cornering the visible supply, and that this operation, together with the prospective shortage due to the rains, sent up the price of opium in the London market 18 cents per pound. It is a fact that opium is in firmer position and the tendency of prices is upward, but the story of a syndicate and a "corner" in the drug is a pure invention, which is ridiculed by dealers. The chief fluctuations in value are as follows:

#### HIGHER.

Opium,  
Peppermint oil,  
Gum gualac,  
Cascarilla bark,  
Cedar oil,  
Pitch leaves,  
Ginger, Jamaica,  
Coca leaves,  
Buchu leaves, short,  
Neroli oil,  
Orange flower water, imported,  
Rose water, imported,  
Cuttlefish bone, Jeweler's small.

#### LOWER.

Guarana,  
Coumarin,  
Bergamot oil,  
Cod-liver oil,  
Lemon oil,  
Sweet orange oil,  
Thymol,  
Clove oil,  
Citric acid,  
Strophanthus seeds,  
Lithium carbonate,  
Aloes, Cape,  
Ergot,  
Arsenic, white,  
Ipecac, Carthagenia,  
Menthol,  
Orris root,  
Saffron, American,  
Caraway seed,  
Balsam fir, Oregon,  
Formaldehyde.

### DRUGS.

Alcohol has not changed during the interval from \$2.45 to \$2.47, as to quantity, the usual rebate allowed.

**Balsams.**—Copaiba remains quiet, though holders are firm in their views at 38c to 40c for prime Central American and 48c to 50c for Para. Tolu continues easy in tone, and sales are making at 27c to 29c. Peru is in moderate demand, and values are sustained at \$1.30 to \$1.35. Canada fir continues to offer at the previous range of \$2.80 to \$2.85, but Oregon is slow of sale at a decline to 62½c to 65c.

**Barks.**—Cascara sagrada is selling fairly in small lots for consumption, and values are well sustained at the range of 5c to 7c; stocks are under good control. Cascarilla is in improved position, and holders are quoting in advance on all grades, quills being held at 8½c to 12½c. Sassafras remains quiet, the range of the market standing at 8c to 10c. Soap is in good

seasonable demand, crushed passing out in goodly volume at the range of 5c to 5½c as to quality and quantity.

Buchu leaves, short, are in limited supply, and the available stock is held very firmly, both here and in Europe. The quoted range is 34c to 36c as to quality and quantity, with jobbing sales within that range.

Cacao butter is slow of sale, but prices are well maintained in view of the light supply and stronger position of the article abroad. It is believed that if the July offerings at auction are as light as those in June prices may advance.

Caffeine is no longer obtainable at the cut from manufacturers' prices, former cheap sellers having withdrawn their comparatively low quotations. We quote the range at \$4.50 to \$4.75 as to quantity.

Cantharides remain quiet, though the market appears well sustained at the range of 63c to 65c for Russian and 58c to 60c for Chinese as to quality and quantity.

Cassia buds are without improvement. Jobbing sales are making at the range of 23c to 24c, as to quantity.

Chamomile flowers, German, of the new crop, are beginning to arrive, and while the samples seen by the New York trade are not quite as good as those shown at the beginning of last year, better specimens are expected later. The quantity on hand is very small and the quotations of the market are very irregular. The nominal quotations are 21c to 25c for Roman, and 22c to 30c for German new crop, and 15c to 20c for German old, as to quality and quantity.

Coca leaves are well sustained at 27c to 28c for Truxillo and 34c to 36c for Huanuco, and a good demand is experienced.

Coumarin reflects the influence of competition among holders and supplies are offering at \$4.75.

Cubeb berries continue to offer at 14c to 16c for whole, but important demand is absent, without, however, any disposition evidenced on the part of holders to force sales.

Cuttlefish-bone, jewelers' small, continues scarce, and holders are firm in their views at 40c to 42c. Trieste is easier and new quoted at 21c to 23c. The depression it is expected will be temporary, being caused by competition among dealers. Jewelers' large is held at 80c to 85c.

Ergot is easier abroad, stock there offering at 52½c, delivered, and the market is easier in tone, though prices are nominally unchanged, Russian or German being quoted 55c to 57c and Spanish 60c to 62c.

Formaldehyde is moving out freely into channels of consumption, but competition among dealers has caused a slightly easier market, and the inside figure for bulk has been reduced to 15¼c.

Guarana is in limited demand and there are sellers at 65c to 70c, as to quality and quantity.

Haarlem oil is easier in consequence of pressure to realize, and spot quotations have been reduced to \$2.10 to \$2.15.

Menthol has sold down to \$3.60 during the interval, and most holders now offer at \$3.60 to \$3.65, with the tendency still downward.

Naphthalin is irregular and unsettled; while one holder has reduced his quotations on balls and flakes to 2½c, 3c to 3¼c remains the popular figure.

Opium has been in slightly better demand in anticipation of higher prices, and we hear of several sales of single cases at \$3.17½, though this price has since been withdrawn, and \$3.20 is now the open quotation of the market. Importers are greatly encouraged by the condition of foreign markets, and while the newspaper stories regarding the cornering of the market by an American syndicate and consequent anticipated sharp advance in prices are generally ridiculed, it is expected that values will soon move upward. Meanwhile sales of broken lots are making at \$3.22½ and of powdered at \$4.15 to \$4.25. The market at the close reflected the influence of stronger cable advices from Smyrna, and dealers are offering with more reserve.

Quinine, German, continues in firm position at 32½c to 33c as the current range, but the demand continues light and unimportant, with the movement chiefly on old contracts. The range for domestic in bulk remains 34c to 39c, as to quantity, but the demand is yet of the hand-to-mouth order and wholly lacking in spirit.

Senna is steady and in moderate request for the various grades. Sales of natural Alexandria at 10c to 12c; garbled and sifted at 18c to 20c, and Tinnevely at 7½c to 8c, as to quality.

Spermaceti is easy as a result of sharp competition and slack demand, and recent sales have been at 26½c to 27c, though it is intimated that a firm bid on a quantity lot would be shaded.

Sugar of milk is passing out freely into channels of consumption, at the range of 12c to 13c for powdered.

Tonca beans are attracting some attention, and the market is stronger, at 75c to 80c for prime Angostura and 30c to 33c for Para.

Vanilla beans, Tahiti, are in lessened supply, and holders generally quote at an advance to \$1.95 to \$2.25, as to quality and quantity. Whole Mexican is quoted at \$9 to \$12.50, and cut \$7.50, while Bourbon offer at \$4.75 to \$7.50.

Vanillin is in rather better demand, and the quotations of the market show the wide range of 75c to \$1.15 for competing brands.

Thymol is quite freely offered at \$3.25, in view of recent heavy arrivals.

#### CHEMICALS.

Arsenic, powdered, white, is easier, recent sales having been at 3½c to 4c, and it is claimed that a firm offer of 3½c will be accepted for round lots. Red is ruling quiet at 7c to 7½c, according to quality and quantity.

Bleaching powder is in better demand, and the market is steadier in tone, without, however, any quotable change in price; round lots of English being obtainable at 2c to 2½c, German at 1.80c to 2c and French and Belgian at 1½c to 2c.

Blue vitriol is without special variation. Quotations are nominally unchanged at 4½c to 5c, and small lots are obtainable in instances at the inside figure.

Boric acid is quite freely inquired for, and manufacturers' prices are steadily maintained at 10½c to 11½c for crystals and 11½c to 11¾c for powdered as to quantity.

Carbolic acid is in seasonable demand, with the market firm and sales making at 23c to 24c for drums and 28c to 29c for pound bottles.

Citric acid is in steadier position, owing to improved seasonable demand, but manufacturers are quoting at the old range of 39c to 39½c, with offerings from second hands at 1c per pound less. Sicilian in kegs is quoted at 38c to 38½c.

Iodine preparations continue to offer at manufacturers' quotations, or, say, \$2.70 to \$2.75 for resublimed iodine, \$3.00 to \$3.05 for iodoform and \$2.05 to \$2.10 for potassium iodide.

Oxalic acid is selling fairly in a jobbing way at the range of 5½c to 6c.

Salicylic acid is in improved position, second hands having advanced their inside quotation to 38½c, while manufacturers are firm in their views on the basis of 40c to 42c.

Tartaric acid is without quotable change. There is a good seasonable demand, and values are steadily maintained at manufacturers' prices, or, say, 29c to 29½c for powdered and 28½c to 29c for crystals.

#### ESSENTIAL OILS.

Anise is dull, only small jobbing sales being reported at \$1.30 to 1.32½.

Bergamot is a shade easier and the revised quotations are \$2.10 to \$2.25, a decline of 5c, which is shared by lemon and sweet orange.

Caraway has sold down to \$1.10 during the past week. The consuming demand has fallen off and the price of seed is lower.

Cedar is scarce and the quotations for leaf have advanced to 75c to 85c.

Clove reflects the easier position of the buds and 57½c to 60c is now named.

Pennyroyal continues in good jobbing request and the market is firm at \$1.20 to \$1.25.

Peppermint has hardened a trifle in the interval and the market is well sustained at our quotations.

Neroli is advancing in value and \$28 to \$40 is now generally quoted, with a tendency toward an even higher basis.

Sassafras is in better demand and some of the principal dealers decline to shade 30c for natural. Artificial is stronger, but there has been no quotable advance in price as yet.

Wintergreen is dull and the market easy at 45c to 50c for synthetic, while the pure article is quoted at \$1.35 to \$1.40.

#### GUMS.

Aloes, Cape, remains quiet and prices are somewhat easier, most holders being free to offer at 6c to 6½c, as to quality and quantity. Curacao and Socotrine are held and jobbing fairly at 4c to 4½c and 16c to 24c respectively.

Arabic is quiet, but the market is sustained at 40c to 45c for first picked, 28c to 32c for second, and 12½c to 14c for sorts.

Asafetida is finding sale in a jobbing way at 30c to 35c, as to quality.

Camphor is firmly held at 60½c to 61c for domestic in barrels and cases respectively. Foreign in ounces is quoted 62c to 65c, as to brand and quantity.

Gualiac is in light supply and the stock is concentrated. Quotations have been advanced to 14c to 16c.

Senegal is not taken with any spirit, but prices are fairly steady at the previous range of 15c to 24c for picked, 13c to 14c for sorts, and 8½c to 14c for siftings.

Tragacanth continues in good demand and steady at the previous range of prices.

#### ROOTS.

Alkanet is held a shade more firmly, though we hear of numerous sales at 5½c to 6c.

Colchicum offers more freely, but is taken rather indifferently by the trade at a decline to 8½c to 9c.

Gentian is offered sparingly, and the market is firm in tone at 4c to 4½c.

Ginger, Jamaica, is firmly held at 9c to 12c for natural and 12½c to 14c for bleached, at which jobbing sales are reported.

Golden seal is neglected, and the market is easier with quotations more or less nominal at 36c to 48c.

Ipecac, Carthagena, is lower in the face of weaker markets abroad, and sales have been made down to \$1.75, with intimations that even less would be accepted on a firm offer.

Musk, Russian, is weak and unsettled. While dealers generally are quoting 15c to 17c, it is intimated that this figure is being quietly shaded in some quarters.

Sarsaparilla is tending upward under the influence of increased demand and small supplies, but our quotations will yet buy.

Senega is quiet, and the market has an easier undertone, with 31c to 32c now quoted.

Valerian is quite freely offered at 5½c to 6c for Belgian, which is a decline of a half cent.

#### SEEDS.

The market for druggist seeds shows no improvement. The bulk of the trade is confined to small jobbing orders. Quotations for strophanthus, Kombe, have been reduced to \$1.15 to \$1.25 and caraway is lower at 6½c to 6¾c.

#### The Hoagland Injunction.

It was widely advertised in the Boston newspapers that R. P. Hoagland had been granted a temporary injunction in his conspiracy suit against the wholesale druggists composing the New England Drug Exchange. It appears to be true that an injunction was granted, but it was of short duration, the court rescinding it almost as soon as it was issued, leaving the matter in exactly the same shape as if no action had been taken. The case will probably be heard on its merits at an early date, but it is most unlikely, according to all reports, that a permanent injunction will be granted in any event. Even should this be done, however, it is felt that there would still be no reason for any proprietor or dealer to change his methods of doing business, or to honor orders which he would prefer not to fill.







2 gal  
x 56 +



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